A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | SEP 1987 | SEP 1986 | JUL-SEP 1987/88 | JUL-SEP 1986/87 |
|---|---|---|---|---|
| AL Alabama | 10,478 | 4,090 | 19,634 | 17,039 |
| AK Alaska | 0 | 167 | 61 | 727 |
| AZ Arizona | 26 | 101 | 195 | 232 |
| AR Arkansas | 8,872 | 2,994 | 12,291 | 3,438 |
| CA California | 7,197 | 5,071 | 14,899 | 9,830 |
| CO Colorado | 411 | 288 | 732 | 695 |
| CT Connecticut | 247 | 275 | 507 | 607 |
| DE Delaware | 4,718 | 2,150 | 5,426 | 2,456 |
| FL Florida | 10,380 | 14,089 | 31,835 | 26,273 |
| GA Georgia | 6,676 | 7,064 | 29,476 | 21,269 |
| HI Hawaii | 1,941 | 1,007 | 4,916 | 2,341 |
| ID Idaho | 1,901 | 1,830 | 4,013 | 3,668 |
| IL Illinois | 65,165 | 78,323 | 179,754 | 178,958 |
| IN Indiana | 47,275 | 60,090 | 99,255 | 78,955 |
| IA Iowa | 52,879 | 52,106 | 119,999 | 97,600 |
| KS Kansas | 5,530 | 3,360 | 8,652 | 7,193 |
| KY Kentucky | 9,274 | 10,543 | 22,126 | 23,245 |
| LA Louisiana | 2,391 | 6,602 | 3,138 | 7,890 |
| ME Maine | 0 | 198 | 36 | 365 |
| MD Maryland | 5,032 | 4,599 | 5,751 | 5,120 |
| MA Massachusetts | 175 | 572 | 371 | 811 |
| MI Michigan | 27,436 | 15,030 | 43,492 | 28,443 |
| MN Minnesota | 36,589 | 32,698 | 73,052 | 55,395 |
| MS Mississippi | 7,487 | 1,959 | 12,250 | 1,111 |
| MO Missouri | 26,224 | 26,805 | 60,367 | 57,113 |
| MT Montana | 1,217 | 1,422 | 2,083 | 2,252 |
| NE Nebraska | 2,793 | 874 | 5,437 | 1,957 |
| NV Nevada | 0 | 0 | 0 | 15 |
| NH New Hampshire | 0 | 36 | 93 | 102 |
| NJ New Jersey | 615 | 784 | 1,211 | 1,666 |
| NM New Mexico | 155 | 309 | 1,949 | 775 |
| NY New York | 2,053 | 2,894 | 5,133 | 7,276 |
| NC North Carolina | 4,767 | 2,434 | 9,100 | 7,502 |
| ND North Dakota | 2,299 | 1,969 | 5,562 | 4,150 |
| OH Ohio | 37,031 | 74,784 | 107,657 | 121,465 |
| OK Oklahoma | 3,654 | 3,378 | 7,156 | 6,397 |
| OR Oregon | 4,313 | 2,457 | 6,729 | 4,808 |
| PA Pennsylvania | 7,011 | 7,328 | 10,375 | 11,786 |
| RI Rhode Island | 0 | 59 | 84 | 119 |
| SC South Carolina | 10,438 | 1,441 | 13,899 | 18,936 |
| SD South Dakota | 1,433 | 722 | 2,576 | 1,026 |
| TN Tennessee | 2,598 | 4,821 | 9,224 | 14,711 |
| TX Texas | 10,538 | 13,521 | 19,072 | 25,197 |
| UT Utah | 196 | 2,106 | 1,753 | 2,845 |
| VT Vermont | 285 | 119 | 610 | 658 |
| VA Virginia | 5,755 | 3,327 | 7,960 | 3,818 |
| WA Washington | 1,757 | 2,048 | 2,994 | 4,970 |
| WV West Virginia | 181 | 162 | 242 | 430 |
| WI Wisconsin | 26,254 | 26,008 | 51,115 | 55,765 |
| WY Wyoming | 67 | 36 | 598 | 197 |
| TOTAL U.S.: | 463,714 | 485,050 | 1,024,840 | 929,597 |
| CANADA | | | | |
| AB Alberta | 1,510 | 1,915 | 2,356 | 2,875 |
| BC Brit. Columbia | 140 | 241 | 337 | 6,519 |
| MB Manitoba | 2,656 | 1,910 | 3,046 | 2,626 |
| NB New Brunswick | 566 | 782 | 1,205 | 1,188 |
| NF Newfoundland | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 67 | 259 | 779 | 338 |
| ON Ontario | 30,818 | 15,823 | 53,107 | 28,272 |
| PE Pr.Edward Isle | 865 | 1,047 | 1,980 | 1,228 |
| PQ Quebec | 17,275 | 8,581 | 23,635 | 10,008 |
| SK Saskatchewan | 1,589 | 696 | 11,574 | 971 |
| TOTAL CAN: | 55,486 | 31,254 | 98,019 | 54,025 |
| EXPORT SALES: | 245,658 | 300,972 | 929,192 | 859,653 |
| **TOTAL AGRICULTURAL** | 764,858 | 817,276 | 2,052,051 | 1,843,275 |
| Non-Ag U.S. | 31,339 | 30,259 | 90,581 | 79,885 |
| Canada | 1,670 | 1,720 | 5,074 | 3,627 |
| Exports | 12,507 | 8,168 | 24,446 | 12,400 |
| **TOTAL NON-AG** | 45,516 | 40,147 | 120,101 | 95,912 |
| **GRAND TOTAL** | **810,374** | **857,423** | **2,172,152** | **1,939,187** |

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**SEPTEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 291 | 291 |
| Australia | 0 | 5,372 | 4,282 | 0 | 0 | 9,654 |
| Brazil | 16,656 | 22,675 | 67,761 | 0 | 0 | 107,092 |
| Chile | 3,476 | 0 | 0 | 0 | 0 | 3,476 |
| China | 21,931 | 0 | 0 | 0 | 0 | 21,931 |
| Columbia | 0 | 0 | 0 | 0 | 728 | 728 |
| Ecuador | 1,582 | 0 | 0 | 0 | 0 | 1,582 |
| India | 202 | 0 | 0 | 4,346 | 0 | 4,548 |
| Japan | 21,757 | 5,933 | 3,420 | 2,070 | 1,675 | 34,855 |
| Korea | 35,107 | 0 | 0 | 4,484 | 0 | 39,591 |
| Malaysia | 10,550 | 0 | 0 | 0 | 0 | 10,550 |
| Mexico | 270 | 0 | 0 | 0 | 19 | 289 |
| New Zealand | 0 | 0 | 0 | 0 | 51 | 51 |
| Sri Lanka | 4,904 | 0 | 0 | 0 | 0 | 4,904 |
| Taiwan | 4,937 | 0 | 0 | 1,179 | 0 | 6,116 |
| TOTAL AG: | 121,372 | 33,980 | 75,463 | 12,079 | 2,764 | 245,658 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 112 | - | - | 12,001 | 0 | 12,113 |
| Korea | 12 | - | - | 0 | 0 | 12 |
| Mexico | 382 | - | - | 0 | 0 | 382 |
| TOTAL NON-AG: | 506 | - | - | 12,001 | 0 | 12,507 |
| **TOTAL EXPORTS** | **121,878** | **33,980** | **75,463** | **24,080** | **2,764** | **258,165** |

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**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**SEPTEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 3,063 | 2,304 | 3,151 | 1,877 | 83 | 10,478 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 16 | 0 | 10 | 26 |
| AR Arkansas | 1 | 312 | 7,972 | 558 | 29 | 8,872 |
| CA California | 1,830 | 2,689 | 1,679 | 13 | 986 | 7,197 |
| CO Colorado | 62 | 0 | 344 | 0 | 5 | 411 |
| CT Connecticut | 0 | 120 | 116 | 0 | 11 | 247 |
| DE Delaware | 0 | 0 | 4,624 | 28 | 66 | 4,718 |
| FL Florida | 2,605 | 2,094 | 1,040 | 1,299 | 3,342 | 10,380 |
| GA Georgia | 607 | 607 | 2,990 | 1,639 | 833 | 6,676 |
| HI Hawaii | 0 | 1,926 | 0 | 0 | 15 | 1,941 |
| ID Idaho | 15 | 1,463 | 400 | 13 | 10 | 1,901 |
| IL Illinois | 2,996 | 41,038 | 14,084 | 6,600 | 447 | 65,165 |
| IN Indiana | 258 | 31,565 | 10,996 | 4,227 | 229 | 47,275 |
| IA Iowa | 232 | 22,914 | 14,932 | 14,753 | 48 | 52,879 |
| KS Kansas | 107 | 1,662 | 3,646 | 92 | 23 | 5,530 |
| KY Kentucky | 0 | 7,105 | 2,002 | 0 | 167 | 9,274 |
| LA Louisiana | 1,360 | 452 | 557 | 0 | 22 | 2,391 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 3,906 | 0 | 353 | 773 | 0 | 5,032 |
| MA Massachusetts | 0 | 0 | 123 | 0 | 52 | 175 |
| MI Michigan | 0 | 21,160 | 6,138 | 7 | 131 | 27,436 |
| MN Minnesota | 265 | 16,193 | 19,256 | 221 | 654 | 36,589 |
| MS Mississippi | 0 | 4,610 | 2,864 | 0 | 13 | 7,487 |
| MO Missouri | 2,190 | 2,322 | 18,988 | 2,663 | 61 | 26,224 |
| MT Montana | 46 | 107 | 909 | 155 | 0 | 1,217 |
| NE Nebraska | 94 | 408 | 1,525 | 379 | 387 | 2,793 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 189 | 291 | 85 | 50 | 615 |
| NM New Mexico | 0 | 0 | 104 | 0 | 51 | 155 |
| NY New York | 303 | 419 | 1,240 | 33 | 58 | 2,053 |
| NC North Carolina | 211 | 3,057 | 729 | 698 | 72 | 4,767 |
| ND North Dakota | 0 | 368 | 1,931 | 0 | 0 | 2,299 |
| OH Ohio | 355 | 17,637 | 17,678 | 858 | 503 | 37,031 |
| OK Oklahoma | 72 | 342 | 3,172 | 0 | 68 | 3,654 |
| OR Oregon | 316 | 1,597 | 2,310 | 0 | 90 | 4,313 |
| PA Pennsylvania | 241 | 899 | 4,647 | 576 | 648 | 7,011 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 852 | 1,095 | 7,734 | 250 | 507 | 10,438 |
| SD South Dakota | 0 | 615 | 642 | 176 | 0 | 1,433 |
| TN Tennessee | 0 | 1,301 | 1,107 | 155 | 35 | 2,598 |
| TX Texas | 2,593 | 1,339 | 5,833 | 62 | 711 | 10,538 |
| UT Utah | 0 | 109 | 87 | 0 | 0 | 196 |
| VT Vermont | 0 | 61 | 218 | 0 | 6 | 285 |
| VA Virginia | 2,963 | 122 | 1,028 | 1,642 | 0 | 5,755 |
| WA Washington | 69 | 525 | 1,118 | 35 | 10 | 1,757 |
| WV West Virginia | 0 | 181 | 0 | 0 | 0 | 181 |
| WI Wisconsin | 250 | 13,930 | 11,131 | 815 | 128 | 26,254 |
| WY Wyoming | 0 | 21 | 35 | 0 | 11 | 67 |
| TOTAL U.S.: | 27,862 | 204,858 | 179,740 | 40,682 | 10,572 | 463,714 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 1,260 | 244 | 6 | 1,510 |
| BC Brit. Columbia | 0 | 0 | 140 | 0 | 0 | 140 |
| MB Manitoba | 0 | 472 | 1,926 | 258 | 0 | 2,656 |
| NB New Brunswick | 0 | 130 | 436 | 0 | 0 | 566 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 67 | 0 | 0 | 67 |
| ON Ontario | 27 | 21,268 | 8,994 | 370 | 159 | 30,818 |
| PE Pr.Edward Isle | 0 | 0 | 865 | 0 | 0 | 865 |
| PQ Quebec | 0 | 4,731 | 12,519 | 0 | 25 | 17,275 |
| SK Saskatchewan | 0 | 222 | 1,352 | 15 | 0 | 1,589 |
| TOTAL CAN: | 27 | 26,823 | 27,559 | 887 | 190 | 55,486 |
| *EXPORT SALES: | 121,372 | 33,980 | 75,463 | 12,079 | 2,764 | 245,658 |
| **TOTAL AG SALES** | 149,261 | 265,661 | 282,762 | 53,648 | 13,526 | 764,858 |
| NON-AG U.S. | 21,907 | - | - | 8,820 | 612 | 31,339 |
| Canada | 948 | - | - | 712 | 10 | 1,670 |
| *Exports | 506 | - | - | 12,001 | 0 | 12,507 |
| **TOTAL NON-AG SALES** | 23,361 | - | - | 21,533 | 622 | 45,516 |
| **GRAND TOTAL** | **172,622** | **265,661** | **282,762** | **75,181** | **14,148** | **810,374** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**SEPTEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 2,644 | 2,242 | 2,191 | 1,877 | 8,954 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 1,942 | 558 | 2,500 |
| CA California | 0 | 0 | 0 | 13 | 13 |
| CO Colorado | 0 | 0 | 46 | 0 | 46 |
| CT Connecticut | 0 | 120 | 116 | 0 | 236 |
| DE Delaware | 0 | 0 | 4,624 | 28 | 4,652 |
| FL Florida | 2,605 | 2,094 | 1,040 | 1,299 | 7,038 |
| GA Georgia | 607 | 607 | 1,186 | 1,639 | 4,039 |
| HI Hawaii | 0 | 1,797 | 0 | 0 | 1,797 |
| ID Idaho | 0 | 500 | 165 | 13 | 678 |
| IL Illinois | 1,565 | 39,947 | 9,697 | 6,600 | 57,809 |
| IN Indiana | 258 | 31,441 | 9,973 | 4,227 | 45,899 |
| IA Iowa | 183 | 22,406 | 11,309 | 14,753 | 48,651 |
| KS Kansas | 0 | 16 | 32 | 92 | 140 |
| KY Kentucky | 0 | 7,105 | 1,097 | 0 | 8,202 |
| LA Louisiana | 0 | 14 | 0 | 0 | 14 |
| ME Maine | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 3,906 | 0 | 353 | 773 | 5,032 |
| MA Massachusetts | 0 | 0 | 123 | 0 | 123 |
| MI Michigan | 0 | 21,160 | 6,138 | 7 | 27,305 |
| MN Minnesota | 265 | 16,193 | 19,164 | 221 | 35,843 |
| MS Mississippi | 0 | 4,579 | 2,743 | 0 | 7,322 |
| MO Missouri | 0 | 512 | 7,774 | 2,663 | 10,949 |
| MT Montana | 0 | 107 | 909 | 155 | 1,171 |
| NE Nebraska | 0 | 293 | 235 | 379 | 907 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 189 | 291 | 85 | 565 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 303 | 419 | 1,240 | 33 | 1,995 |
| NC North Carolina | 211 | 3,057 | 729 | 698 | 4,695 |
| ND North Dakota | 0 | 368 | 1,931 | 0 | 2,299 |
| OH Ohio | 355 | 17,637 | 17,678 | 858 | 36,528 |
| OK Oklahoma | 0 | 0 | 250 | 0 | 250 |
| OR Oregon | 0 | 952 | 1,875 | 0 | 2,827 |
| PA Pennsylvania | 241 | 899 | 4,647 | 576 | 6,363 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 852 | 1,095 | 7,734 | 250 | 9,931 |
| SD South Dakota | 0 | 537 | 642 | 176 | 1,355 |
| TN Tennessee | 0 | 1,301 | 204 | 155 | 1,660 |
| TX Texas | 0 | 0 | 0 | 62 | 62 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 61 | 218 | 0 | 279 |
| VA Virginia | 2,963 | 122 | 1,028 | 1,642 | 5,755 |
| WA Washington | 69 | 453 | 1,103 | 35 | 1,660 |
| WV West Virginia | 0 | 181 | 0 | 0 | 181 |
| WI Wisconsin | 250 | 13,930 | 11,131 | 815 | 26,126 |
| WY Wyoming | 0 | 0 | 20 | 0 | 20 |
| TOTAL U.S.: | 17,277 | 192,334 | 131,578 | 40,682 | 381,871 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 1,260 | 244 | 1,504 |
| BC Brit. Columbia | 0 | 0 | 140 | 0 | 140 |
| MB Manitoba | 0 | 472 | 1,926 | 258 | 2,656 |
| NB New Brunswick | 0 | 130 | 436 | 0 | 566 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 67 | 0 | 67 |
| ON Ontario | 27 | 21,268 | 8,994 | 370 | 30,659 |
| PE Pr.Edward Isle | 0 | 0 | 865 | 0 | 865 |
| PQ Quebec | 0 | 4,731 | 12,519 | 0 | 17,250 |
| SK Saskatchewan | 0 | 222 | 1,352 | 15 | 1,589 |
| TOTAL CAN: | 27 | 26,823 | 27,559 | 887 | 55,296 |
| *EXPORT SALES: | 117,626 | 33,980 | 56,023 | 12,079 | 219,708 |
| **TOTAL AG SALES** | 134,930 | 253,137 | 215,160 | 53,648 | 656,875 |
| NON-AG U.S. | 11,824 | - | - | 8,820 | 20,644 |
| Canada | 948 | - | - | 712 | 1,660 |
| *Exports | 124 | - | - | 12,001 | 12,125 |
| **TOTAL NON-AG** | 12,896 | - | - | 21,533 | 34,429 |
| **GRAND TOTAL** | **147,826** | **253,137** | **215,160** | **75,181** | **691,304** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**SEPTEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 5,372 | 4,282 | 0 | 9,654 |
| Brazil | 18,238 | 22,675 | 48,321 | 0 | 89,234 |
| China | 21,931 | 0 | 0 | 0 | 21,931 |
| India | 202 | 0 | 0 | 4,346 | 4,548 |
| Japan | 21,757 | 5,933 | 3,420 | 2,070 | 33,180 |
| Korea | 35,107 | 0 | 0 | 4,484 | 39,591 |
| Malaysia | 10,550 | 0 | 0 | 0 | 10,550 |
| Sri Lanka | 4,904 | 0 | 0 | 0 | 4,904 |
| Taiwan | 4,937 | 0 | 0 | 1,179 | 6,116 |
| **TOTAL AG SALES** | 117,626 | 33,980 | 56,023 | 12,079 | 219,708 |
| NON-AGRICULTURAL | | | | | |
| Japan | 112 | - | - | 12,001 | 12,113 |
| Korea | 12 | - | - | 0 | 12 |
| **TOTAL NON-AG** | 124 | - | - | 12,001 | 12,125 |
| **TOTAL EXPORTS** | **117,750** | **33,980** | **56,023** | **24,080** | **231,833** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**SEPTEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 419 | 62 | 960 | 0 | 83 | 1,524 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 16 | 0 | 10 | 26 |
| AR Arkansas | 1 | 312 | 6,030 | 0 | 29 | 6,372 |
| CA California | 1,830 | 2,689 | 1,679 | 0 | 986 | 7,184 |
| CO Colorado | 62 | 0 | 298 | 0 | 5 | 365 |
| CT Connecticut | 0 | 0 | 0 | 0 | 11 | 11 |
| DE Delaware | 0 | 0 | 0 | 0 | 66 | 66 |
| FL Florida | 0 | 0 | 0 | 0 | 3,342 | 3,342 |
| GA Georgia | 0 | 0 | 1,804 | 0 | 833 | 2,637 |
| HI Hawaii | 0 | 129 | 0 | 0 | 15 | 144 |
| ID Idaho | 15 | 963 | 235 | 0 | 10 | 1,223 |
| IL Illinois | 1,431 | 1,091 | 4,387 | 0 | 447 | 7,356 |
| IN Indiana | 0 | 124 | 1,023 | 0 | 229 | 1,376 |
| IA Iowa | 49 | 508 | 3,623 | 0 | 48 | 4,228 |
| KS Kansas | 107 | 1,646 | 3,614 | 0 | 23 | 5,390 |
| KY Kentucky | 0 | 0 | 905 | 0 | 167 | 1,072 |
| LA Louisiana | 1,360 | 438 | 557 | 0 | 22 | 2,377 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 52 | 52 |
| MI Michigan | 0 | 0 | 0 | 0 | 131 | 131 |
| MN Minnesota | 0 | 0 | 92 | 0 | 654 | 746 |
| MS Mississippi | 0 | 31 | 121 | 0 | 13 | 165 |
| MO Missouri | 2,190 | 1,810 | 11,214 | 0 | 61 | 15,275 |
| MT Montana | 46 | 0 | 0 | 0 | 0 | 46 |
| NE Nebraska | 94 | 115 | 1,290 | 0 | 387 | 1,886 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 50 | 50 |
| NM New Mexico | 0 | 0 | 104 | 0 | 51 | 155 |
| NY New York | 0 | 0 | 0 | 0 | 58 | 58 |
| NC North Carolina | 0 | 0 | 0 | 0 | 72 | 72 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 503 | 503 |
| OK Oklahoma | 72 | 342 | 2,922 | 0 | 68 | 3,404 |
| OR Oregon | 316 | 645 | 435 | 0 | 90 | 1,486 |
| PA Pennsylvania | 0 | 0 | 0 | 0 | 648 | 648 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 507 | 507 |
| SD South Dakota | 0 | 78 | 0 | 0 | 0 | 78 |
| TN Tennessee | 0 | 0 | 903 | 0 | 35 | 938 |
| TX Texas | 2,593 | 1,339 | 5,833 | 0 | 711 | 10,476 |
| UT Utah | 0 | 109 | 87 | 0 | 0 | 196 |
| VT Vermont | 0 | 0 | 0 | 0 | 6 | 6 |
| VA Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WA Washington | 0 | 72 | 15 | 0 | 10 | 97 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 128 | 128 |
| WY Wyoming | 0 | 21 | 15 | 0 | 11 | 47 |
| TOTAL U.S.: | 10,585 | 12,524 | 48,162 | 0 | 10,572 | 81,843 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 6 | 6 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 159 | 159 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 25 | 25 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 190 | 190 |
| *EXPORT SALES: | 3,746 | 0 | 19,440 | 0 | 2,764 | 25,950 |
| **TOTAL AG SALES** | 14,331 | 12,524 | 67,602 | 0 | 13,526 | 107,983 |
| NON-AG U.S. | 10,083 | - | - | 0 | 612 | 10,695 |
| Canada | 0 | - | - | 0 | 10 | 10 |
| *Exports | 382 | - | - | 0 | 0 | 382 |
| **TOTAL NON-AG SALES** | 10,465 | - | - | 0 | 622 | 11,087 |
| **GRAND TOTAL** | **24,796** | **12,524** | **67,602** | **0** | **14,148** | **119,070** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 291 | 291 |
| Brazil | (1,582) | 0 | 19,440 | 0 | 0 | 17,858 |
| Chile | 3,476 | 0 | 0 | 0 | 0 | 3,476 |
| Columbia | 0 | 0 | 0 | 0 | 728 | 728 |
| Ecuador | 1,582 | 0 | 0 | 0 | 0 | 1,582 |
| Japan | 0 | 0 | 0 | 0 | 1,675 | 1,675 |
| Mexico | 270 | 0 | 0 | 0 | 19 | 289 |
| New Zealand | 0 | 0 | 0 | 0 | 51 | 51 |
| TOTAL AG: | 3,746 | 0 | 19,440 | 0 | 2,764 | 25,950 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 382 | - | - | 0 | 0 | 382 |
| TOTAL NON-AG: | 382 | - | - | 0 | 0 | 382 |
| **TOTAL EXPORTS:** | **4,128** | **0** | **19,440** | **0** | **2,764** | **26,332** |

12/18/87 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | OCT 1987 | OCT 1986 | JUL-OCT 1987/88 | JUL-OCT 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 2,288 | 2,426 | 21,922 | 19,465 |
| AK | Alaska | 0 | 0 | 61 | 727 |
| AZ | Arizona | 399 | 191 | 594 | 423 |
| AR | Arkansas | 3,906 | 2,809 | 16,197 | 6,247 |
| CA | California | 9,923 | 6,999 | 24,822 | 16,829 |
| CO | Colorado | 197 | 373 | 929 | 1,068 |
| CT | Connecticut | 225 | 269 | 732 | 876 |
| DE | Delaware | 72 | 2,562 | 5,498 | 5,018 |
| FL | Florida | 6,250 | 6,343 | 38,085 | 32,616 |
| GA | Georgia | 5,225 | 3,012 | 34,701 | 24,281 |
| HI | Hawaii | (151) | 100 | 4,765 | 2,441 |
| ID | Idaho | 1,852 | 3,142 | 5,865 | 6,810 |
| IL | Illinois | 76,293 | 47,395 | 256,047 | 226,353 |
| IN | Indiana | 14,410 | 23,139 | 113,665 | 102,094 |
| IA | Iowa | 32,964 | 19,383 | 152,963 | 116,983 |
| KS | Kansas | 7,103 | 1,177 | 15,755 | 8,370 |
| KY | Kentucky | 2,330 | 9,508 | 24,456 | 32,753 |
| LA | Louisiana | 18,446 | 3,442 | 21,584 | 11,332 |
| ME | Maine | 3,120 | 18 | 3,156 | 383 |
| MD | Maryland | 5,317 | 1,251 | 11,068 | 6,371 |
| MA | Massachusetts | 150 | 361 | 521 | 1,172 |
| MI | Michigan | 7,615 | 14,176 | 51,107 | 42,619 |
| MN | Minnesota | 22,074 | 19,123 | 95,126 | 74,518 |
| MS | Mississippi | 3,938 | 2,079 | 16,188 | 3,190 |
| MO | Missouri | 17,734 | 5,795 | 78,101 | 62,908 |
| MT | Montana | 330 | 652 | 2,413 | 2,904 |
| NE | Nebraska | 2,169 | 657 | 7,606 | 2,614 |
| NV | Nevada | 0 | 12 | 0 | 27 |
| NH | New Hampshire | 46 | 25 | 139 | 127 |
| NJ | New Jersey | 155 | 871 | 1,366 | 2,537 |
| NM | New Mexico | 70 | 697 | 2,019 | 1,472 |
| NY | New York | 962 | 1,681 | 6,095 | 8,957 |
| NC | North Carolina | 2,642 | 4,167 | 11,742 | 11,669 |
| ND | North Dakota | 1,289 | 1,674 | 6,851 | 5,824 |
| OH | Ohio | 27,900 | 27,748 | 135,557 | 149,213 |
| OK | Oklahoma | 2,412 | 641 | 9,568 | 7,038 |
| OR | Oregon | 1,889 | 1,994 | 8,618 | 6,802 |
| PA | Pennsylvania | 2,446 | 1,662 | 12,821 | 13,448 |
| RI | Rhode Island | 0 | 119 | 84 | 238 |
| SC | South Carolina | 1,967 | 1,254 | 15,866 | 20,190 |
| SD | South Dakota | 349 | 214 | 2,925 | 1,240 |
| TN | Tennessee | 2,125 | 5,098 | 11,349 | 19,809 |
| TX | Texas | 17,155 | 7,867 | 36,227 | 33,064 |
| UT | Utah | 103 | 341 | 1,856 | 3,186 |
| VT | Vermont | 222 | 152 | 832 | 810 |
| VA | Virginia | 7,564 | 1,817 | 15,524 | 5,635 |
| WA | Washington | 1,952 | 1,784 | 4,946 | 6,754 |
| WV | West Virginia | 0 | (105) | 242 | 325 |
| WI | Wisconsin | 9,596 | 11,210 | 60,711 | 66,975 |
| WY | Wyoming | 94 | 84 | 692 | 281 |
| | TOTAL U.S.: | 325,117 | 247,389 | 1,349,957 | 1,176,986 |
| CANADA | | | | | |
| AB | Alberta | 3,423 | 1,378 | 5,779 | 4,253 |
| BC | Brit. Columbia | 294 | 173 | 631 | 6,692 |
| MB | Manitoba | 2,153 | 2,443 | 5,199 | 5,069 |
| NB | New Brunswick | 1,532 | 992 | 2,737 | 2,180 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 586 | 203 | 1,365 | 541 |
| ON | Ontario | 12,893 | 4,446 | 66,000 | 32,718 |
| PE | Pr.Edward Isle | 673 | 1,017 | 2,653 | 2,245 |
| PQ | Quebec | 9,641 | 6,741 | 33,276 | 16,749 |
| SK | Saskatchewan | 1,265 | 1,343 | 12,839 | 2,314 |
| | TOTAL CAN: | 32,460 | 18,736 | 130,479 | 72,761 |
| EXPORT SALES: | | 393,940 | 265,153 | 1,323,132 | 1,124,806 |
| **TOTAL AGRICULTURAL** | | 751,517 | 531,278 | 2,803,568 | 2,374,553 |
| Non-Ag U.S. | | 40,766 | 31,470 | 131,347 | 111,355 |
| | Canada | 2,126 | 1,510 | 7,200 | 5,137 |
| | Exports | 6,853 | 3,724 | 31,299 | 16,124 |
| **TOTAL NON-AGRICULTURAL** | | 49,745 | 36,704 | 169,846 | 132,616 |
| **GRAND TOTAL.....** | | **801,262** | **567,982** | **2,973,414** | **2,507,169** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**OCTOBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 754 | 870 | 3 | 0 | 661 | 2,288 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 74 | 0 | 16 | 297 | 12 | 399 |
| AR Arkansas | 0 | 0 | 3,895 | 0 | 11 | 3,906 |
| CA California | 3,301 | 1,955 | 2,828 | 29 | 1,810 | 9,923 |
| CO Colorado | 80 | 0 | 48 | 0 | 69 | 197 |
| CT Connecticut | 0 | 0 | 124 | 1 | 100 | 225 |
| DE Delaware | 0 | 0 | 44 | 28 | 0 | 72 |
| FL Florida | 557 | 269 | 124 | 213 | 5,087 | 6,250 |
| GA Georgia | 1,234 | 988 | 546 | 1,007 | 1,450 | 5,225 |
| HI Hawaii | 0 | (204) | 0 | 0 | 53 | (151) |
| ID Idaho | 136 | 1,440 | 271 | 0 | 5 | 1,852 |
| IL Illinois | 4,407 | 56,539 | 11,297 | 3,810 | 240 | 76,293 |
| IN Indiana | 465 | 6,787 | 5,460 | 1,472 | 226 | 14,410 |
| IA Iowa | 233 | 24,371 | 5,537 | 2,715 | 108 | 32,964 |
| KS Kansas | 300 | 2,641 | 3,385 | 731 | 46 | 7,103 |
| KY Kentucky | 11 | 1,328 | 904 | 0 | 87 | 2,330 |
| LA Louisiana | 2,016 | 7,541 | 7,000 | 1,875 | 14 | 18,446 |
| ME Maine | 60 | 0 | 3,060 | 0 | 0 | 3,120 |
| MD Maryland | 1,210 | 0 | 3,799 | 308 | 0 | 5,317 |
| MA Massachusetts | 0 | 0 | 119 | 31 | 0 | 150 |
| MI Michigan | 991 | 3,637 | 2,403 | 1 | 583 | 7,615 |
| MN Minnesota | 16 | 11,080 | 10,404 | 121 | 453 | 22,074 |
| MS Mississippi | 0 | 2,699 | 244 | 935 | 60 | 3,938 |
| MO Missouri | 1,600 | 2,671 | 12,488 | 653 | 322 | 17,734 |
| MT Montana | 15 | 20 | 243 | 52 | 0 | 330 |
| NE Nebraska | 391 | 170 | 726 | 123 | 759 | 2,169 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 46 | 0 | 0 | 46 |
| NJ New Jersey | 0 | 0 | 61 | 44 | 50 | 155 |
| NM New Mexico | 0 | 0 | 13 | 0 | 57 | 70 |
| NY New York | 61 | 81 | 688 | 0 | 132 | 962 |
| NC North Carolina | 0 | 1,462 | 437 | 248 | 495 | 2,642 |
| ND North Dakota | 0 | 347 | 900 | 42 | 0 | 1,289 |
| OH Ohio | 491 | 24,699 | 1,539 | 448 | 723 | 27,900 |
| OK Oklahoma | 606 | 569 | 966 | 243 | 28 | 2,412 |
| OR Oregon | 105 | 684 | 989 | 0 | 111 | 1,889 |
| PA Pennsylvania | 27 | 52 | 1,891 | 57 | 419 | 2,446 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 303 | 1,213 | 0 | 149 | 302 | 1,967 |
| SD South Dakota | 0 | 77 | 272 | 0 | 0 | 349 |
| TN Tennessee | 983 | 243 | 889 | 0 | 10 | 2,125 |
| TX Texas | 6,468 | 5,336 | 2,604 | 1,863 | 884 | 17,155 |
| UT Utah | 13 | 0 | 90 | 0 | 0 | 103 |
| VT Vermont | 0 | 15 | 201 | 0 | 6 | 222 |
| VA Virginia | 0 | 185 | 6,580 | 62 | 737 | 7,564 |
| WA Washington | 549 | 466 | 849 | 28 | 60 | 1,952 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 27 | 5,927 | 2,942 | 291 | 409 | 9,596 |
| WY Wyoming | 0 | 15 | 45 | 0 | 34 | 94 |
| TOTAL U.S.: | 27,484 | 166,173 | 96,970 | 17,877 | 16,613 | 325,117 |
| CANADA | | | | | | |
| AB Alberta | 73 | 0 | 3,055 | 295 | 0 | 3,423 |
| BC Brit. Columbia | 0 | 0 | 294 | 0 | 0 | 294 |
| MB Manitoba | 0 | 230 | 1,460 | 463 | 0 | 2,153 |
| NB New Brunswick | 0 | 1,345 | 187 | 0 | 0 | 1,532 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 586 | 0 | 0 | 586 |
| ON Ontario | 13 | 7,431 | 4,563 | 140 | 746 | 12,893 |
| PE Pr.Edward Isle | 0 | 0 | 673 | 0 | 0 | 673 |
| PQ Quebec | 23 | 5,471 | 2,097 | 0 | 2,050 | 9,641 |
| SK Saskatchewan | 13 | 62 | 1,164 | 26 | 0 | 1,265 |
| TOTAL CAN: | 122 | 14,539 | 14,079 | 924 | 2,796 | 32,460 |
| *EXPORT SALES: | 224,873 | 30,250 | 109,277 | 15,133 | 14,407 | 393,940 |
| **TOTAL AG SALES** | 252,479 | 210,962 | 220,326 | 33,934 | 33,816 | 751,517 |
| NON-AG U.S. | 30,065 | - | - | 9,801 | 900 | 40,766 |
| Canada | 1,865 | - | - | 237 | 24 | 2,126 |
| *Exports | 1,077 | - | - | 5,720 | 56 | 6,853 |
| **TOTAL NON-AG SALES** | 33,007 | - | - | 15,758 | 980 | 49,745 |
| **GRAND TOTAL** | **285,486** | **210,962** | **220,326** | **49,692** | **34,796** | **801,262** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**OCTOBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 4,704 | 0 | 27,406 | 0 | 0 | 32,110 |
| Brazil | 9,883 | 17,215 | 63,192 | 0 | 557 | 90,847 |
| China | 86,165 | 0 | 0 | 0 | 0 | 86,165 |
| Columbia | 4,001 | 0 | 0 | 0 | 1,653 | 5,654 |
| Costa Rica | 857 | 0 | 0 | 0 | 0 | 857 |
| Denmark | 17,716 | 0 | 1,653 | 0 | 0 | 19,369 |
| Guatemala | 0 | 0 | 3,515 | 0 | 0 | 3,515 |
| Guyana | 668 | 0 | 0 | 0 | 0 | 668 |
| India | 195 | 0 | 0 | 0 | 0 | 195 |
| Japan | 17,542 | 13,035 | 6,026 | 15,133 | 1,232 | 52,968 |
| Korea | 26,445 | 0 | 0 | 0 | 0 | 26,445 |
| Malaysia | 11,472 | 0 | 0 | 0 | 0 | 11,472 |
| Mexico | 13,825 | 0 | 0 | 0 | 82 | 13,907 |
| New Zealand | 10,077 | 0 | 0 | 0 | 0 | 10,077 |
| Pakistan | 0 | 0 | 0 | 0 | 8,267 | 8,267 |
| Panama | 0 | 0 | 929 | 0 | 0 | 929 |
| Philippines | (48) | 0 | 0 | 0 | 0 | (48) |
| Puerto Rico | 330 | 0 | 0 | 0 | 11 | 341 |
| Saudi Arabia | 0 | 0 | 0 | 0 | 2,605 | 2,605 |
| Spain | 0 | 0 | 4,428 | 0 | 0 | 4,428 |
| Sri Lanka | 3,668 | 0 | 0 | 0 | 0 | 3,668 |
| Switzerland | 12,198 | 0 | 2,128 | 0 | 0 | 14,326 |
| Taiwan | 5,175 | 0 | 0 | 0 | 0 | 5,175 |
| TOTAL AG: | 224,873 | 30,250 | 109,277 | 15,133 | 14,407 | 393,940 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 362 | - | - | 5,720 | 0 | 6,082 |
| Korea | 216 | - | - | 0 | 0 | 216 |
| Malaysia | (138) | - | - | 0 | 0 | (138) |
| Mexico | 487 | - | - | 0 | 56 | 543 |
| United Kingdom | 175 | - | - | 0 | 0 | 175 |
| West Germany | (25) | - | - | 0 | 0 | (25) |
| TOTAL NON-AG: | 1,077 | - | - | 5,720 | 56 | 6,853 |
| **TOTAL EXPORTS** | **225,950** | **30,250** | **109,277** | **20,853** | **14,463** | **400,793** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**OCTOBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 425 | 729 | 3 | 0 | 1,157 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 0 | 0 | 0 |
| CA California | 0 | 0 | 438 | 0 | 438 |
| CO Colorado | 2 | 0 | 48 | 0 | 50 |
| CT Connecticut | 0 | 0 | 124 | 0 | 124 |
| DE Delaware | 0 | 0 | 44 | 28 | 72 |
| FL Florida | 456 | 269 | 124 | 213 | 1,062 |
| GA Georgia | 1,210 | 988 | 546 | 992 | 3,736 |
| HI Hawaii | 0 | (204) | 0 | 0 | (204) |
| ID Idaho | 0 | 5 | 83 | 0 | 88 |
| IL Illinois | 194 | 54,182 | 3,319 | 3,810 | 61,505 |
| IN Indiana | 122 | 6,787 | 5,460 | 1,472 | 13,841 |
| IA Iowa | 0 | 23,258 | 3,317 | 2,715 | 29,290 |
| KS Kansas | 0 | 0 | 61 | 0 | 61 |
| KY Kentucky | 0 | 1,328 | 0 | 0 | 1,328 |
| LA Louisiana | 1,959 | 7,541 | 5,933 | 935 | 16,368 |
| ME Maine | 60 | 0 | 3,060 | 0 | 3,120 |
| MD Maryland | 1,210 | 0 | 3,799 | 308 | 5,317 |
| MA Massachusetts | 0 | 0 | 119 | 0 | 119 |
| MI Michigan | 991 | 3,637 | 2,403 | 1 | 7,032 |
| MN Minnesota | 0 | 11,080 | 10,374 | 121 | 21,575 |
| MS Mississippi | 0 | 2,699 | 0 | 935 | 3,634 |
| MO Missouri | 0 | 937 | 4,530 | 121 | 5,588 |
| MT Montana | 0 | 20 | 243 | 52 | 315 |
| NE Nebraska | 0 | 92 | 410 | 91 | 593 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 46 | 0 | 46 |
| NJ New Jersey | 0 | 0 | 61 | 44 | 105 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 61 | 81 | 688 | 0 | 830 |
| NC North Carolina | 0 | 1,462 | 312 | 248 | 2,022 |
| ND North Dakota | 0 | 347 | 900 | 42 | 1,289 |
| OH Ohio | 192 | 24,699 | 1,539 | 448 | 26,878 |
| OK Oklahoma | 0 | 0 | 16 | 150 | 166 |
| OR Oregon | 0 | 62 | 466 | 0 | 528 |
| PA Pennsylvania | 0 | 52 | 1,891 | 57 | 2,000 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 303 | 1,213 | 0 | 124 | 1,640 |
| SD South Dakota | 0 | 77 | 256 | 0 | 333 |
| TN Tennessee | 917 | 243 | 889 | 0 | 2,049 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 15 | 201 | 0 | 216 |
| VA Virginia | 0 | 185 | 6,580 | 62 | 6,827 |
| WA Washington | 549 | 312 | 849 | 28 | 1,738 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 13 | 5,927 | 2,942 | 291 | 9,173 |
| WY Wyoming | 0 | 15 | 14 | 0 | 29 |
| TOTAL U.S.: | 8,664 | 148,038 | 62,088 | 13,288 | 232,078 |
| CANADA | | | | | |
| AB Alberta | 73 | 0 | 3,055 | 295 | 3,423 |
| BC Brit. Columbia | 0 | 0 | 294 | 0 | 294 |
| MB Manitoba | 0 | 230 | 1,460 | 463 | 2,153 |
| NB New Brunswick | 0 | 1,345 | 187 | 0 | 1,532 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 586 | 0 | 586 |
| ON Ontario | 13 | 7,431 | 4,563 | 140 | 12,147 |
| PE Pr.Edward Isle | 0 | 0 | 673 | 0 | 673 |
| PQ Quebec | 23 | 5,471 | 2,097 | 0 | 7,591 |
| SK Saskatchewan | 13 | 62 | 1,164 | 26 | 1,265 |
| TOTAL CAN: | 122 | 14,539 | 14,079 | 924 | 29,664 |
| *EXPORT SALES: | 204,597 | 28,907 | 89,424 | 15,133 | 338,061 |
| **TOTAL AG SALES** | 213,383 | 191,484 | 165,591 | 29,345 | 599,803 |
| NON-AG U.S. | 14,017 | - | - | 7,976 | 21,993 |
| Canada | 1,832 | - | - | 237 | 2,069 |
| *Exports | 500 | - | - | 5,720 | 6,220 |
| **TOTAL NON-AG SALES** | 16,349 | - | - | 13,933 | 30,282 |
| **GRAND TOTAL** | **229,732** | **191,484** | **165,591** | **43,278** | **630,085** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**OCTOBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 4,704 | 0 | 27,406 | 0 | 32,110 |
| Brazil | 8,545 | 15,872 | 46,396 | 0 | 70,813 |
| China | 86,165 | 0 | 0 | 0 | 86,165 |
| Columbia | 4,001 | 0 | 0 | 0 | 4,001 |
| Denmark | 17,716 | 0 | 1,653 | 0 | 19,369 |
| Guatemala | 0 | 0 | 3,515 | 0 | 3,515 |
| India | 195 | 0 | 0 | 0 | 195 |
| Japan | 14,284 | 13,035 | 6,026 | 15,133 | 48,478 |
| Korea | 26,445 | 0 | 0 | 0 | 26,445 |
| Malaysia | 11,472 | 0 | 0 | 0 | 11,472 |
| New Zealand | 10,077 | 0 | 0 | 0 | 10,077 |
| Philippines | (48) | 0 | 0 | 0 | (48) |
| Spain | 0 | 0 | 4,428 | 0 | 4,428 |
| Sri Lanka | 3,668 | 0 | 0 | 0 | 3,668 |
| Switzerland | 12,198 | 0 | 0 | 0 | 12,198 |
| Taiwan | 5,175 | 0 | 0 | 0 | 5,175 |
| TOTAL AG: | 204,597 | 28,907 | 89,424 | 15,133 | 338,061 |
| | | | | | |
| NON-AGRICULTURAL | | | | | |
| Japan | 362 | - | - | 5,720 | 6,082 |
| Korea | 126 | - | - | 0 | 126 |
| Malaysia | (138) | - | - | 0 | (138) |
| United Kingdom | 175 | - | - | 0 | 175 |
| West Germany | (25) | - | - | 0 | (25) |
| TOTAL NON-AG: | 500 | - | - | 5,720 | 6,220 |
| | | | | | |
| **TOTAL EXPORTS:** | **205,097** | **28,907** | **89,424** | **20,853** | **344,281** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**OCTOBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 329 | 141 | 0 | 0 | 661 | 1,131 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 74 | 0 | 16 | 297 | 12 | 399 |
| AR Arkansas | 0 | 0 | 3,895 | 0 | 11 | 3,906 |
| CA California | 3,301 | 1,955 | 2,390 | 29 | 1,810 | 9,485 |
| CO Colorado | 78 | 0 | 0 | 0 | 69 | 147 |
| CT Connecticut | 0 | 0 | 0 | 1 | 100 | 101 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 101 | 0 | 0 | 0 | 5,087 | 5,188 |
| GA Georgia | 24 | 0 | 0 | 15 | 1,450 | 1,489 |
| HI Hawaii | 0 | 0 | 0 | 0 | 53 | 53 |
| ID Idaho | 136 | 1,435 | 188 | 0 | 5 | 1,764 |
| IL Illinois | 4,213 | 2,357 | 7,978 | 0 | 240 | 14,788 |
| IN Indiana | 343 | 0 | 0 | 0 | 226 | 569 |
| IA Iowa | 233 | 1,113 | 2,220 | 0 | 108 | 3,674 |
| KS Kansas | 300 | 2,641 | 3,324 | 731 | 46 | 7,042 |
| KY Kentucky | 11 | 0 | 904 | 0 | 87 | 1,002 |
| LA Louisiana | 57 | 0 | 1,067 | 940 | 14 | 2,078 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 31 | 0 | 31 |
| MI Michigan | 0 | 0 | 0 | 0 | 583 | 583 |
| MN Minnesota | 16 | 0 | 30 | 0 | 453 | 499 |
| MS Mississippi | 0 | 0 | 244 | 0 | 60 | 304 |
| MO Missouri | 1,600 | 1,734 | 7,958 | 532 | 322 | 12,146 |
| MT Montana | 15 | 0 | 0 | 0 | 0 | 15 |
| NE Nebraska | 391 | 78 | 316 | 32 | 759 | 1,576 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 50 | 50 |
| NM New Mexico | 0 | 0 | 13 | 0 | 57 | 70 |
| NY New York | 0 | 0 | 0 | 0 | 132 | 132 |
| NC North Carolina | 0 | 0 | 125 | 0 | 495 | 620 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 299 | 0 | 0 | 0 | 723 | 1,022 |
| OK Oklahoma | 606 | 569 | 950 | 93 | 28 | 2,246 |
| OR Oregon | 105 | 622 | 523 | 0 | 111 | 1,361 |
| PA Pennsylvania | 27 | 0 | 0 | 0 | 419 | 446 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 25 | 302 | 327 |
| SD South Dakota | 0 | 0 | 16 | 0 | 0 | 16 |
| TN Tennessee | 66 | 0 | 0 | 0 | 10 | 76 |
| TX Texas | 6,468 | 5,336 | 2,604 | 1,863 | 884 | 17,155 |
| UT Utah | 13 | 0 | 90 | 0 | 0 | 103 |
| VT Vermont | 0 | 0 | 0 | 0 | 6 | 6 |
| VA Virginia | 0 | 0 | 0 | 0 | 737 | 737 |
| WA Washington | 0 | 154 | 0 | 0 | 60 | 214 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 14 | 0 | 0 | 0 | 409 | 423 |
| WY Wyoming | 0 | 0 | 31 | 0 | 34 | 65 |
| TOTAL U.S.: | 18,820 | 18,135 | 34,882 | 4,589 | 16,613 | 93,039 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 746 | 746 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 2,050 | 2,050 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 2,796 | 2,796 |
| *EXPORT SALES: | 20,276 | 1,343 | 19,853 | 0 | 14,407 | 55,879 |
| **TOTAL AG SALES** | 39,096 | 19,478 | 54,735 | 4,589 | 33,816 | 151,714 |
| NON-AG U.S. | 16,048 | - | - | 1,825 | 900 | 18,773 |
| Canada | 33 | - | - | 0 | 24 | 57 |
| *Exports | 577 | - | - | 0 | 56 | 633 |
| **TOTAL NON-AG SALES** | 16,658 | - | - | 1,825 | 980 | 19,463 |
| **GRAND TOTAL** | **55,754** | **19,478** | **54,735** | **6,414** | **34,796** | **171,177** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

OCTOBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 1,338 | 1,343 | 16,796 | 0 | 557 | 20,034 |
| Columbia | 0 | 0 | 0 | 0 | 1,653 | 1,653 |
| Costa Rica | 857 | 0 | 0 | 0 | 0 | 857 |
| Guyana | 668 | 0 | 0 | 0 | 0 | 668 |
| Japan | 3,258 | 0 | 0 | 0 | 1,232 | 4,490 |
| Mexico | 13,825 | 0 | 0 | 0 | 82 | 13,907 |
| Pakistan | 0 | 0 | 0 | 0 | 8,267 | 8,267 |
| Panama | 0 | 0 | 929 | 0 | 0 | 929 |
| Puerto Rico | 330 | 0 | 0 | 0 | 11 | 341 |
| Saudi Arabia | 0 | 0 | 0 | 0 | 2,605 | 2,605 |
| Switzerland | 0 | 0 | 2,128 | 0 | 0 | 2,128 |
| TOTAL AG: | 20,276 | 1,343 | 19,853 | 0 | 14,407 | 55,879 |
| NON-AGRICULTURAL | | | | | | |
| Korea | 90 | - | - | 0 | 0 | 90 |
| Mexico | 487 | - | - | 0 | 56 | 543 |
| TOTAL NON-AG: | 577 | - | - | 0 | 56 | 633 |
| **TOTAL EXPORTS:** | **20,853** | **1,343** | **19,853** | **0** | **14,463** | **56,512** |

2/1/88 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

| AGRICULTURAL STATE | | NOV 1987 | NOV 1986 | JUL-NOV 1987/88 | JUL-NOV 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 4,558 | 3,847 | 26,480 | 23,312 |
| AK | Alaska | 9 | 0 | 70 | 727 |
| AZ | Arizona | 808 | 94 | 1,402 | 517 |
| AR | Arkansas | 2,869 | 1,951 | 19,066 | 8,198 |
| CA | California | 6,303 | 6,988 | 31,125 | 23,817 |
| CO | Colorado | 86 | 714 | 1,015 | 1,782 |
| CT | Connecticut | 27 | 152 | 759 | 1,028 |
| DE | Delaware | 17 | 2,967 | 5,515 | 7,985 |
| FL | Florida | 12,077 | 8,486 | 50,162 | 41,102 |
| GA | Georgia | 4,640 | 10,834 | 39,341 | 35,115 |
| HI | Hawaii | 2,541 | 427 | 7,306 | 2,868 |
| ID | Idaho | 1,157 | 2,204 | 7,022 | 9,014 |
| IL | Illinois | 30,412 | 36,262 | 286,459 | 262,615 |
| IN | Indiana | 18,139 | 21,406 | 131,804 | 123,500 |
| IA | Iowa | 45,942 | 26,671 | 198,905 | 143,654 |
| KS | Kansas | 3,535 | 567 | 19,290 | 8,937 |
| KY | Kentucky | 3,807 | 1,991 | 28,263 | 34,744 |
| LA | Louisiana | 13,757 | 12,066 | 35,341 | 23,398 |
| ME | Maine | 203 | 0 | 3,359 | 383 |
| MD | Maryland | 311 | 1,165 | 11,379 | 7,536 |
| MA | Massachusetts | 60 | 32 | 581 | 1,204 |
| MI | Michigan | 5,499 | 7,897 | 56,606 | 50,516 |
| MN | Minnesota | 30,146 | 41,246 | 125,272 | 115,764 |
| MS | Mississippi | 310 | 876 | 16,498 | 4,066 |
| MO | Missouri | 27,294 | 17,349 | 105,395 | 80,257 |
| MT | Montana | 480 | 636 | 2,893 | 3,540 |
| NE | Nebraska | 3,058 | 1,723 | 10,664 | 4,337 |
| NV | Nevada | 0 | 0 | 0 | 27 |
| NH | New Hampshire | 9 | 0 | 148 | 127 |
| NJ | New Jersey | 284 | 150 | 1,650 | 2,687 |
| NM | New Mexico | 931 | 150 | 2,950 | 1,622 |
| NY | New York | 2,423 | 14,123 | 8,518 | 23,080 |
| NC | North Carolina | 4,740 | 8,167 | 16,482 | 19,836 |
| ND | North Dakota | 911 | 1,976 | 7,762 | 7,800 |
| OH | Ohio | 16,238 | 12,129 | 151,795 | 161,342 |
| OK | Oklahoma | 900 | 373 | 10,468 | 7,411 |
| OR | Oregon | 1,982 | 2,624 | 10,600 | 9,426 |
| PA | Pennsylvania | 2,726 | 2,706 | 15,547 | 16,154 |
| RI | Rhode Island | 61 | 0 | 145 | 238 |
| SC | South Carolina | 1,899 | 1,997 | 17,765 | 22,187 |
| SD | South Dakota | 612 | 660 | 3,537 | 1,900 |
| TN | Tennessee | 5,174 | 2,249 | 16,523 | 22,058 |
| TX | Texas | 15,123 | 6,050 | 51,350 | 39,114 |
| UT | Utah | 1,339 | (2,235) | 3,195 | 951 |
| VT | Vermont | 105 | 66 | 937 | 876 |
| VA | Virginia | 8,393 | 717 | 23,917 | 6,352 |
| WA | Washington | 3,948 | 3,476 | 8,894 | 10,230 |
| WV | West Virginia | 0 | 114 | 242 | 439 |
| WI | Wisconsin | 11,521 | 19,796 | 72,232 | 86,771 |
| WY | Wyoming | 30 | 49 | 722 | 330 |
| | TOTAL U.S.: | 297,394 | 283,888 | 1,647,351 | 1,460,874 |
| CANADA | | | | | |
| AB | Alberta | 1,662 | 734 | 7,441 | 4,987 |
| BC | Brit. Columbia | 420 | 24 | 1,051 | 6,716 |
| MB | Manitoba | 1,891 | 1,350 | 7,090 | 6,419 |
| NB | New Brunswick | 862 | 137 | 3,599 | 2,317 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 166 | 60 | 1,531 | 601 |
| ON | Ontario | 13,041 | 878 | 79,041 | 33,596 |
| PE | Pr.Edward Isle | 1,607 | 0 | 4,260 | 2,245 |
| PQ | Quebec | 11,057 | 2,121 | 44,333 | 18,870 |
| SK | Saskatchewan | 162 | 520 | 13,001 | 2,834 |
| | TOTAL CANADA: | 30,868 | 5,824 | 161,347 | 78,585 |
| EXPORT SALES: | | 227,525 | 239,677 | 1,550,657 | 1,364,483 |
| **TOTAL AGRICULTURAL** | | 555,787 | 529,389 | 3,359,355 | 2,903,942 |
| Non-Ag | U.S. | 34,273 | 35,665 | 165,620 | 147,020 |
| | Canada | 3,540 | 996 | 10,740 | 6,133 |
| | Exports | 25,846 | 15,257 | 57,145 | 31,381 |
| **TOTAL NON-AGRICULTURAL** | | 63,659 | 51,918 | 233,505 | 184,534 |
| **GRAND TOTAL.....** | | **619,446** | **581,307** | **3,592,860** | **3,088,476** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,606 | 2,393 | 301 | 0 | 258 | 4,558 |
| AK Alaska | 0 | 0 | 9 | 0 | 0 | 9 |
| AZ Arizona | 164 | 0 | 632 | 0 | 12 | 808 |
| AR Arkansas | 30 | 61 | 1,698 | 1,075 | 5 | 2,869 |
| CA California | 3,209 | 1,592 | 244 | 13 | 1,245 | 6,303 |
| CO Colorado | 0 | 16 | 46 | 13 | 11 | 86 |
| CT Connecticut | 0 | 0 | 16 | 0 | 11 | 27 |
| DE Delaware | 0 | 0 | 17 | 0 | 0 | 17 |
| FL Florida | 9,214 | 964 | 62 | 140 | 1,697 | 12,077 |
| GA Georgia | 1,581 | 1,963 | 91 | 153 | 852 | 4,640 |
| HI Hawaii | 0 | 60 | 2,470 | 0 | 11 | 2,541 |
| ID Idaho | 31 | 791 | 335 | 0 | 0 | 1,157 |
| IL Illinois | 3,557 | 22,359 | 1,350 | 2,945 | 201 | 30,412 |
| IN Indiana | 633 | 10,171 | 4,711 | 2,564 | 60 | 18,139 |
| IA Iowa | 116 | 29,469 | 13,094 | 3,257 | 6 | 45,942 |
| KS Kansas | 159 | 345 | 2,776 | 205 | 50 | 3,535 |
| KY Kentucky | 0 | 3,655 | 14 | 15 | 123 | 3,807 |
| LA Louisiana | 1,883 | 62 | 11,351 | 451 | 10 | 13,757 |
| ME Maine | 0 | 0 | 18 | 0 | 185 | 203 |
| MD Maryland | 0 | 0 | 0 | 311 | 0 | 311 |
| MA Massachusetts | 0 | 60 | 0 | 0 | 0 | 60 |
| MI Michigan | 286 | 2,694 | 2,381 | 0 | 138 | 5,499 |
| MN Minnesota | 197 | 9,613 | 18,108 | 2,150 | 78 | 30,146 |
| MS Mississippi | 0 | 45 | 232 | 0 | 33 | 310 |
| MO Missouri | 945 | 1,774 | 23,353 | 1,209 | 13 | 27,294 |
| MT Montana | 30 | 115 | 278 | 57 | 0 | 480 |
| NE Nebraska | 589 | 456 | 1,408 | 388 | 217 | 3,058 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 9 | 9 |
| NJ New Jersey | 0 | 161 | 0 | 96 | 27 | 284 |
| NM New Mexico | 543 | 0 | 319 | 0 | 69 | 931 |
| NY New York | 707 | 351 | 1,131 | 125 | 109 | 2,423 |
| NC North Carolina | 1,278 | 2,212 | 496 | 371 | 383 | 4,740 |
| ND North Dakota | 0 | 313 | 598 | 0 | 0 | 911 |
| OH Ohio | 481 | 12,870 | 2,373 | 141 | 373 | 16,238 |
| OK Oklahoma | 572 | 31 | 245 | 30 | 22 | 900 |
| OR Oregon | 218 | 530 | 1,141 | 62 | 31 | 1,982 |
| PA Pennsylvania | 352 | 16 | 1,955 | 130 | 271 | 2,726 |
| RI Rhode Island | 0 | 0 | 61 | 0 | 0 | 61 |
| SC South Carolina | 730 | 547 | 242 | 0 | 380 | 1,899 |
| SD South Dakota | 0 | 181 | 431 | 0 | 0 | 612 |
| TN Tennessee | 120 | 800 | 2,350 | 1,904 | 0 | 5,174 |
| TX Texas | 8,996 | 1,560 | 3,985 | 346 | 236 | 15,123 |
| UT Utah | 1,249 | 29 | 61 | 0 | 0 | 1,339 |
| VT Vermont | 0 | 0 | 0 | 0 | 105 | 105 |
| VA Virginia | 0 | 243 | 7,468 | 372 | 310 | 8,393 |
| WA Washington | 991 | 467 | 2,345 | 62 | 83 | 3,948 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 123 | 7,047 | 3,460 | 796 | 95 | 11,521 |
| WY Wyoming | 30 | 0 | 0 | 0 | 0 | 30 |
| TOTAL U.S.: | 40,620 | 116,018 | 113,656 | 19,381 | 7,719 | 297,394 |
| CANADA | | | | | | |
| AB Alberta | 26 | 0 | 1,388 | 248 | 0 | 1,662 |
| BC Brit. Columbia | 0 | 0 | 398 | 0 | 22 | 420 |
| MB Manitoba | 0 | 418 | 1,309 | 164 | 0 | 1,891 |
| NB New Brunswick | 0 | 150 | 712 | 0 | 0 | 862 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 166 | 0 | 0 | 166 |
| ON Ontario | 14 | 6,696 | 4,896 | 75 | 1,360 | 13,041 |
| PE Pr.Edward Isle | 0 | 0 | 681 | 0 | 926 | 1,607 |
| PQ Quebec | 0 | 4,481 | 4,446 | 0 | 2,130 | 11,057 |
| SK Saskatchewan | 0 | 55 | 99 | 8 | 0 | 162 |
| TOTAL CANADA | 40 | 11,800 | 14,095 | 495 | 4,438 | 30,868 |
| *EXPORT SALES: | 109,365 | 29,135 | 81,219 | 2,765 | 5,041 | 227,525 |
| TOTAL AG SALES | 150,025 | 156,953 | 208,970 | 22,641 | 17,198 | 555,787 |
| NON-AG U.S. | 25,659 | - | - | 7,851 | 763 | 34,273 |
| Canada | 2,014 | - | - | 1,518 | 8 | 3,540 |
| *Exports | 545 | - | - | 25,286 | 15 | 25,846 |
| TOTAL NON-AG SALES | 28,218 | - | - | 34,655 | 786 | 63,659 |
| GRAND TOTAL | 178,243 | 156,953 | 208,970 | 57,296 | 17,984 | 619,446 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

NOVEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 1,412 | 0 | 9,457 | 0 | 1,447 | 12,316 |
| Brazil | 0 | 3,005 | 19,379 | 0 | 0 | 22,384 |
| China | 24,772 | 0 | 0 | 0 | 0 | 24,772 |
| Columbia | 0 | 14,280 | 0 | 0 | 0 | 14,280 |
| Costa Rica | 5,149 | 0 | 1,256 | 0 | 612 | 7,017 |
| Dom. Republic | 0 | 0 | 3,591 | 0 | 150 | 3,741 |
| Holland | 3,490 | 0 | 12,511 | 0 | 0 | 16,001 |
| Honduras | 0 | 0 | 598 | 0 | 1 | 599 |
| India | 14,996 | 0 | 0 | 0 | 0 | 14,996 |
| Indonesia | 14,120 | 0 | 0 | 0 | 0 | 14,120 |
| Jamaica | 0 | 1,775 | 0 | 0 | 0 | 1,775 |
| Japan | 7,395 | 10,075 | 20,103 | 2,765 | 364 | 40,702 |
| Korea | 25,401 | 0 | 0 | 0 | 0 | 25,401 |
| Malaysia | 363 | 0 | 0 | 0 | 2,425 | 2,788 |
| Mexico | 325 | 0 | 46 | 0 | 42 | 413 |
| New Zealand | 12 | 0 | 0 | 0 | 0 | 12 |
| Philippines | 9,228 | 0 | 0 | 0 | 0 | 9,228 |
| Switzerland | 0 | 0 | 7,248 | 0 | 0 | 7,248 |
| Taiwan | 2,702 | 0 | 0 | 0 | 0 | 2,702 |
| Venezuela | 0 | 0 | 7,030 | 0 | 0 | 7,030 |
| TOTAL AG: | 109,365 | 29,135 | 81,219 | 2,765 | 5,041 | 227,525 |
| NON-AGRICULTURAL | | | | | | |
| Italy | 0 | - | - | 6,200 | 0 | 6,200 |
| Japan | 200 | - | - | 8,476 | 0 | 8,676 |
| Korea | 0 | - | - | 10,610 | 0 | 10,610 |
| Mexico | 270 | - | - | 0 | 15 | 285 |
| United Kingdom | 75 | - | - | 0 | 0 | 75 |
| TOTAL NON-AG: | 545 | - | - | 25,286 | 15 | 25,846 |
| **TOTAL EXPORTS** | **109,910** | **29,135** | **81,219** | **28,051** | **5,056** | **253,371** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**NOVEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 1,340 | 2,252 | 0 | 0 | 3,592 |
| AK Alaska | 0 | 0 | 9 | 0 | 9 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 0 | 185 | 185 |
| CA California | 0 | 0 | 0 | 13 | 13 |
| CO Colorado | 0 | 0 | 31 | 0 | 31 |
| CT Connecticut | 0 | 0 | 16 | 0 | 16 |
| DE Delaware | 0 | 0 | 17 | 0 | 17 |
| FL Florida | 9,197 | 964 | 62 | 140 | 10,363 |
| GA Georgia | 1,581 | 1,812 | 91 | 124 | 3,608 |
| HI Hawaii | 0 | 60 | 2,470 | 0 | 2,530 |
| ID Idaho | 0 | 2 | 21 | 0 | 23 |
| IL Illinois | 605 | 22,359 | 1,349 | 2,945 | 27,258 |
| IN Indiana | 124 | 10,171 | 3,815 | 2,564 | 16,674 |
| IA Iowa | 15 | 28,022 | 12,158 | 3,240 | 43,435 |
| KS Kansas | 0 | 0 | 0 | 27 | 27 |
| KY Kentucky | 0 | 2,924 | 14 | 15 | 2,953 |
| LA Louisiana | 1,867 | 0 | 10,864 | 0 | 12,731 |
| ME Maine | 0 | 0 | 18 | 0 | 18 |
| MD Maryland | 0 | 0 | 0 | 311 | 311 |
| MA Massachusetts | 0 | 60 | 0 | 0 | 60 |
| MI Michigan | 286 | 2,694 | 2,381 | 0 | 5,361 |
| MN Minnesota | 123 | 9,613 | 18,108 | 2,150 | 29,994 |
| MS Mississippi | 0 | 0 | 0 | 0 | 0 |
| MO Missouri | 0 | 149 | 11,352 | 826 | 12,327 |
| MT Montana | 0 | 115 | 278 | 57 | 450 |
| NE Nebraska | 0 | 116 | 534 | 388 | 1,038 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 161 | 0 | 96 | 257 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 707 | 351 | 1,131 | 125 | 2,314 |
| NC North Carolina | 912 | 2,212 | 496 | 371 | 3,991 |
| ND North Dakota | 0 | 313 | 598 | 0 | 911 |
| OH Ohio | 243 | 12,870 | 2,373 | 141 | 15,627 |
| OK Oklahoma | 0 | 0 | 15 | 30 | 45 |
| OR Oregon | 0 | 309 | 634 | 62 | 1,005 |
| PA Pennsylvania | 304 | 18 | 153 | 130 | 605 |
| RI Rhode Island | 0 | 0 | 61 | 0 | 61 |
| SC South Carolina | 730 | 547 | 242 | 0 | 1,519 |
| SD South Dakota | 0 | 181 | 369 | 0 | 550 |
| TN Tennessee | 0 | 800 | 2,350 | 1,873 | 5,023 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 1,242 | 0 | 0 | 0 | 1,242 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 243 | 7,468 | 372 | 8,083 |
| WA Washington | 976 | 350 | 2,188 | 62 | 3,576 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 123 | 7,047 | 3,460 | 796 | 11,426 |
| WY Wyoming | 0 | 0 | 0 | 0 | 0 |
| TOTAL U.S.: | 20,375 | 106,715 | 85,126 | 17,043 | 229,259 |
| CANADA | | | | | |
| AB Alberta | 26 | 0 | 1,388 | 248 | 1,662 |
| BC Brit. Columbia | 0 | 0 | 398 | 0 | 398 |
| MB Manitoba | 0 | 418 | 1,309 | 164 | 1,891 |
| NB New Brunswick | 0 | 150 | 712 | 0 | 862 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 166 | 0 | 166 |
| ON Ontario | 14 | 6,696 | 4,896 | 75 | 11,681 |
| PE Pr.Edward Isle | 0 | 0 | 681 | 0 | 681 |
| PQ Quebec | 0 | 4,481 | 4,446 | 0 | 8,927 |
| SK Saskatchewan | 0 | 55 | 99 | 8 | 162 |
| TOTAL CANADA: | 40 | 11,800 | 14,095 | 495 | 26,430 |
| *EXPORT SALES: | 106,621 | 26,130 | 68,698 | 2,765 | 204,214 |
| **TOTAL AG SALES** | 127,036 | 144,645 | 167,919 | 20,303 | 459,903 |
| NON-AG U.S. | 12,299 | - | - | 7,029 | 19,328 |
| Canada | 2,014 | - | - | 1,518 | 3,532 |
| *Exports | 275 | - | - | 25,286 | 25,561 |
| **TOTAL NON-AG SALES** | 14,588 | - | - | 33,833 | 48,421 |
| **GRAND TOTAL** | **141,624** | **144,645** | **167,919** | **54,136** | **508,324** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 1,412 | 0 | 9,457 | 0 | 10,869 |
| Brazil | 0 | 0 | 19,379 | 0 | 19,379 |
| China | 24,772 | 0 | 0 | 0 | 24,772 |
| Columbia | 0 | 14,280 | 0 | 0 | 14,280 |
| Costa Rica | 3,413 | 0 | 0 | 0 | 3,413 |
| Holland | 3,490 | 0 | 12,511 | 0 | 16,001 |
| India | 14,996 | 0 | 0 | 0 | 14,996 |
| Indonesia | 14,120 | 0 | 0 | 0 | 14,120 |
| Jamaica | 0 | 1,775 | 0 | 0 | 1,775 |
| Japan | 6,724 | 10,075 | 20,103 | 2,765 | 39,667 |
| Korea | 25,401 | 0 | 0 | 0 | 25,401 |
| Malaysia | 363 | 0 | 0 | 0 | 363 |
| Philippines | 9,228 | 0 | 0 | 0 | 9,228 |
| Switzerland | 0 | 0 | 7,248 | 0 | 7,248 |
| Taiwan | 2,702 | 0 | 0 | 0 | 2,702 |
| TOTAL AG: | 106,621 | 26,130 | 68,698 | 2,765 | 204,214 |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 6,200 | 6,200 |
| Japan | 200 | - | - | 8,476 | 8,676 |
| Korea | 0 | - | - | 10,610 | 10,610 |
| United Kingdom | 75 | - | - | 0 | 75 |
| TOTAL NON-AG: | 275 | - | - | 25,286 | 25,561 |
| **TOTAL EXPORTS:** | **106,896** | **26,130** | **68,698** | **28,051** | **229,775** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**NOVEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 266 | 141 | 301 | 0 | 258 | 966 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 164 | 0 | 632 | 0 | 12 | 808 |
| AR Arkansas | 30 | 61 | 1,698 | 890 | 5 | 2,684 |
| CA California | 3,209 | 1,592 | 244 | 0 | 1,245 | 6,290 |
| CO Colorado | 0 | 16 | 15 | 13 | 11 | 55 |
| CT Connecticut | 0 | 0 | 0 | 0 | 11 | 11 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 17 | 0 | 0 | 0 | 1,697 | 1,714 |
| GA Georgia | 0 | 151 | 0 | 29 | 852 | 1,032 |
| HI Hawaii | 0 | 0 | 0 | 0 | 11 | 11 |
| ID Idaho | 31 | 789 | 314 | 0 | 0 | 1,134 |
| IL Illinois | 2,952 | 0 | 1 | 0 | 201 | 3,154 |
| IN Indiana | 509 | 0 | 896 | 0 | 60 | 1,465 |
| IA Iowa | 101 | 1,447 | 936 | 17 | 6 | 2,507 |
| KS Kansas | 159 | 345 | 2,776 | 178 | 50 | 3,508 |
| KY Kentucky | 0 | 731 | 0 | 0 | 123 | 854 |
| LA Louisiana | 16 | 62 | 487 | 451 | 10 | 1,026 |
| ME Maine | 0 | 0 | 0 | 0 | 185 | 185 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 0 | 0 |
| MI Michigan | 0 | 0 | 0 | 0 | 138 | 138 |
| MN Minnesota | 74 | 0 | 0 | 0 | 78 | 152 |
| MS Mississippi | 0 | 45 | 232 | 0 | 33 | 310 |
| MO Missouri | 945 | 1,625 | 12,001 | 383 | 13 | 14,967 |
| MT Montana | 30 | 0 | 0 | 0 | 0 | 30 |
| NE Nebraska | 589 | 340 | 874 | 0 | 217 | 2,020 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 9 | 9 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 27 | 27 |
| NM New Mexico | 543 | 0 | 319 | 0 | 69 | 931 |
| NY New York | 0 | 0 | 0 | 0 | 109 | 109 |
| NC North Carolina | 366 | 0 | 0 | 0 | 383 | 749 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 238 | 0 | 0 | 0 | 373 | 611 |
| OK Oklahoma | 572 | 31 | 230 | 0 | 22 | 855 |
| OR Oregon | 218 | 221 | 507 | 0 | 31 | 977 |
| PA Pennsylvania | 48 | 0 | 1,802 | 0 | 271 | 2,121 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 380 | 380 |
| SD South Dakota | 0 | 0 | 62 | 0 | 0 | 62 |
| TN Tennessee | 120 | 0 | 0 | 31 | 0 | 151 |
| TX Texas | 8,996 | 1,560 | 3,985 | 346 | 236 | 15,123 |
| UT Utah | 7 | 29 | 61 | 0 | 0 | 97 |
| VT Vermont | 0 | 0 | 0 | 0 | 105 | 105 |
| VA Virginia | 0 | 0 | 0 | 0 | 310 | 310 |
| WA Washington | 15 | 117 | 157 | 0 | 83 | 372 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 95 | 95 |
| WY Wyoming | 30 | 0 | 0 | 0 | 0 | 30 |
| TOTAL U.S.: | 20,245 | 9,303 | 28,530 | 2,338 | 7,719 | 68,135 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 22 | 22 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 1,360 | 1,360 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 926 | 926 |
| PQ Quebec | 0 | 0 | 0 | 0 | 2,130 | 2,130 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CANADA | 0 | 0 | 0 | 0 | 4,438 | 4,438 |
| *EXPORT SALES: | 2,744 | 3,005 | 12,521 | 0 | 5,041 | 23,311 |
| **TOTAL AG SALES** | 22,989 | 12,308 | 41,051 | 2,338 | 17,198 | 95,884 |
| NON-AG U.S. | 13,360 | - | - | 822 | 763 | 14,945 |
| Canada | 0 | - | - | 0 | 8 | 8 |
| *Exports | 270 | - | - | 0 | 15 | 285 |
| **TOTAL NON-AG SALES** | 13,630 | - | - | 822 | 786 | 15,238 |
| **GRAND TOTAL** | **36,619** | **12,308** | **41,051** | **3,160** | **17,984** | **111,122** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**NOVEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 1,447 | 1,447 |
| Brazil | 0 | 3,005 | 0 | 0 | 0 | 3,005 |
| Costa Rica | 1,736 | 0 | 1,256 | 0 | 612 | 3,604 |
| Dom. Republic | 0 | 0 | 3,591 | 0 | 150 | 3,741 |
| Honduras | 0 | 0 | 598 | 0 | 1 | 599 |
| Japan | 671 | 0 | 0 | 0 | 364 | 1,035 |
| Malaysia | 0 | 0 | 0 | 0 | 2,425 | 2,425 |
| Mexico | 325 | 0 | 46 | 0 | 42 | 413 |
| New Zealand | 12 | 0 | 0 | 0 | 0 | 12 |
| Venezuela | 0 | 0 | 7,030 | 0 | 0 | 7,030 |
| TOTAL AG: | 2,744 | 3,005 | 12,521 | 0 | 5,041 | 23,311 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 270 | - | - | 0 | 15 | 285 |
| TOTAL NON-AG: | 270 | - | - | 0 | 15 | 285 |
| **TOTAL EXPORTS:** | **3,014** | **3,005** | **12,521** | **0** | **5,056** | **23,596** |

2/19/88 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | DEC 1987 | DEC 1986 | JUL-DEC 1987/88 | JUL-DEC 1986/87 |
|---|---|---|---|---|
| AL Alabama | 3,713 | 1,564 | 30,193 | 24,876 |
| AK Alaska | 61 | 0 | 131 | 727 |
| AZ Arizona | 304 | 146 | 1,706 | 663 |
| AR Arkansas | 3,740 | 1,675 | 22,806 | 9,873 |
| CA California | 4,928 | 3,796 | 36,053 | 27,613 |
| CO Colorado | 853 | 577 | 1,868 | 2,359 |
| CT Connecticut | 175 | 151 | 934 | 1,179 |
| DE Delaware | 621 | 3,525 | 6,136 | 11,510 |
| FL Florida | 11,734 | 11,534 | 61,896 | 52,636 |
| GA Georgia | 4,835 | 4,576 | 44,176 | 39,691 |
| HI Hawaii | 75 | 910 | 7,381 | 3,778 |
| ID Idaho | 776 | 819 | 7,798 | 9,833 |
| IL Illinois | 72,723 | 70,573 | 359,182 | 333,188 |
| IN Indiana | 48,941 | 33,700 | 180,745 | 157,200 |
| IA Iowa | 67,459 | 62,838 | 266,364 | 206,492 |
| KS Kansas | 4,525 | 1,364 | 23,815 | 10,301 |
| KY Kentucky | 1,057 | 9,423 | 29,320 | 44,167 |
| LA Louisiana | 28,762 | 9,703 | 64,103 | 33,101 |
| ME Maine | 15 | 1,192 | 3,374 | 1,575 |
| MD Maryland | 556 | 3,287 | 11,935 | 10,823 |
| MA Massachusetts | 641 | 836 | 1,222 | 2,040 |
| MI Michigan | 16,497 | 18,670 | 73,103 | 69,186 |
| MN Minnesota | 50,355 | 47,719 | 175,627 | 163,483 |
| MS Mississippi | 2,061 | 0 | 18,559 | 4,066 |
| MO Missouri | 20,112 | 13,641 | 125,507 | 93,898 |
| MT Montana | 2,062 | 657 | 4,955 | 4,197 |
| NE Nebraska | 2,294 | 4,021 | 12,958 | 8,358 |
| NV Nevada | 0 | 0 | 0 | 27 |
| NH New Hampshire | 241 | 25 | 389 | 152 |
| NJ New Jersey | 200 | 238 | 1,850 | 2,925 |
| NM New Mexico | 1,218 | 1,708 | 4,168 | 3,330 |
| NY New York | 3,623 | 3,350 | 12,141 | 26,430 |
| NC North Carolina | 5,433 | 11,948 | 21,915 | 31,784 |
| ND North Dakota | 2,059 | 3,368 | 9,821 | 11,168 |
| OH Ohio | 30,474 | 51,405 | 182,269 | 212,747 |
| OK Oklahoma | 1,266 | 410 | 11,734 | 7,821 |
| OR Oregon | 3,033 | 1,415 | 13,633 | 10,841 |
| PA Pennsylvania | 2,761 | 4,445 | 18,308 | 20,599 |
| RI Rhode Island | 116 | 122 | 261 | 360 |
| SC South Carolina | 2,170 | 4,354 | 19,935 | 26,541 |
| SD South Dakota | 1,381 | 2,067 | 4,918 | 3,967 |
| TN Tennessee | 29,870 | 6,008 | 46,393 | 28,066 |
| TX Texas | 18,071 | 7,166 | 69,421 | 46,280 |
| UT Utah | 97 | 200 | 3,292 | 1,151 |
| VT Vermont | 14 | 35 | 951 | 911 |
| VA Virginia | 2,285 | 28,253 | 26,202 | 34,605 |
| WA Washington | 5,428 | 5,277 | 14,322 | 15,507 |
| WV West Virginia | 122 | 294 | 364 | 733 |
| WI Wisconsin | 41,041 | 43,965 | 113,273 | 130,736 |
| WY Wyoming | 57 | 42 | 779 | 372 |
| TOTAL U.S.: | 500,835 | 482,992 | 2,148,186 | 1,943,866 |
| CANADA | | | | |
| AB Alberta | 1,883 | 735 | 9,324 | 5,722 |
| BC Brit. Columbia | 213 | 580 | 1,264 | 7,296 |
| MB Manitoba | 2,033 | 1,227 | 9,123 | 7,646 |
| NB New Brunswick | 3,110 | 1,130 | 6,709 | 3,447 |
| NF Newfoundland | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 225 | 604 | 1,756 | 1,205 |
| ON Ontario | 22,437 | 15,082 | 101,478 | 48,678 |
| PE Pr.Edward Isle | 478 | 1,330 | 4,738 | 3,575 |
| PQ Quebec | (660) | 1,091 | 43,673 | 19,961 |
| SK Saskatchewan | 320 | 538 | 13,321 | 3,372 |
| TOTAL CANADA: | 30,039 | 22,317 | 191,386 | 100,902 |
| EXPORT SALES: | 348,902 | 373,282 | 1,899,559 | 1,737,765 |
| **TOTAL AGRICULTURAL** | 879,776 | 878,591 | 4,239,131 | 3,782,533 |
| Non-Ag U.S. | 42,972 | 41,699 | 208,592 | 188,719 |
| Canada | 2,972 | 1,675 | 13,712 | 7,808 |
| Exports | 3,106 | 3,747 | 60,251 | 35,128 |
| **TOTAL NON-AGRICULTURAL** | 49,050 | 47,121 | 282,555 | 231,655 |
| **GRAND TOTAL.....** | **928,826** | **925,712** | **4,521,686** | **4,014,188** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**DECEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,732 | 1,228 | 253 | 0 | 500 | 3,713 |
| AK Alaska | 0 | 61 | 0 | 0 | 0 | 61 |
| AZ Arizona | 59 | 0 | 49 | 190 | 6 | 304 |
| AR Arkansas | 16 | 0 | 3,601 | 123 | 0 | 3,740 |
| CA California | 2,181 | 2,008 | 261 | 29 | 449 | 4,928 |
| CO Colorado | 686 | 0 | 167 | 0 | 0 | 853 |
| CT Connecticut | 0 | 0 | 126 | 0 | 49 | 175 |
| DE Delaware | 0 | 606 | 15 | 0 | 0 | 621 |
| FL Florida | 3,710 | 3,810 | 911 | 968 | 2,335 | 11,734 |
| GA Georgia | 1,531 | 670 | 1,042 | 935 | 657 | 4,835 |
| HI Hawaii | 65 | 0 | 0 | 0 | 10 | 75 |
| ID Idaho | 76 | 115 | 585 | 0 | 0 | 776 |
| IL Illinois | 1,712 | 58,925 | 6,007 | 5,986 | 93 | 72,723 |
| IN Indiana | 1,686 | 30,611 | 11,685 | 4,930 | 29 | 48,941 |
| IA Iowa | 321 | 48,027 | 13,389 | 5,722 | 0 | 67,459 |
| KS Kansas | 169 | 1,187 | 2,846 | 262 | 61 | 4,525 |
| KY Kentucky | 61 | 942 | 0 | 42 | 12 | 1,057 |
| LA Louisiana | 0 | 12,861 | 14,542 | 1,334 | 25 | 28,762 |
| ME Maine | 0 | 0 | 15 | 0 | 0 | 15 |
| MD Maryland | 0 | 0 | 32 | 480 | 44 | 556 |
| MA Massachusetts | 0 | 0 | 143 | 496 | 2 | 641 |
| MI Michigan | 936 | 9,969 | 4,704 | 752 | 136 | 16,497 |
| MN Minnesota | 154 | 14,809 | 34,821 | 557 | 14 | 50,355 |
| MS Mississippi | 0 | 62 | 123 | 1,876 | 0 | 2,061 |
| MO Missouri | 3,772 | 3,984 | 10,862 | 1,479 | 15 | 20,112 |
| MT Montana | 0 | 0 | 1,959 | 103 | 0 | 2,062 |
| NE Nebraska | 271 | 207 | 1,019 | 556 | 241 | 2,294 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 241 | 0 | 0 | 0 | 241 |
| NJ New Jersey | 0 | 0 | 123 | 27 | 50 | 200 |
| NM New Mexico | 840 | 0 | 343 | 0 | 35 | 1,218 |
| NY New York | 2,191 | 142 | 1,170 | 63 | 57 | 3,623 |
| NC North Carolina | 742 | 787 | 122 | 3,670 | 112 | 5,433 |
| ND North Dakota | 0 | 40 | 2,019 | 0 | 0 | 2,059 |
| OH Ohio | 180 | 11,597 | 14,612 | 3,876 | 209 | 30,474 |
| OK Oklahoma | 551 | 75 | 304 | 319 | 17 | 1,266 |
| OR Oregon | 0 | 349 | 2,610 | 63 | 11 | 3,033 |
| PA Pennsylvania | 825 | 230 | 1,188 | 367 | 151 | 2,761 |
| RI Rhode Island | 0 | 0 | 116 | 0 | 0 | 116 |
| SC South Carolina | 305 | 671 | 416 | 249 | 529 | 2,170 |
| SD South Dakota | 0 | 229 | 1,113 | 39 | 0 | 1,381 |
| TN Tennessee | 4,986 | 12,452 | 12,187 | 140 | 105 | 29,870 |
| TX Texas | 1,402 | 1,643 | 13,319 | 627 | 1,080 | 18,071 |
| UT Utah | 5 | 15 | 77 | 0 | 0 | 97 |
| VT Vermont | 0 | 0 | 14 | 0 | 0 | 14 |
| VA Virginia | 243 | 121 | 123 | 1,699 | 99 | 2,285 |
| WA Washington | 1,560 | 209 | 3,295 | 192 | 172 | 5,428 |
| WV West Virginia | 0 | 122 | 0 | 0 | 0 | 122 |
| WI Wisconsin | 1,774 | 22,519 | 16,456 | 192 | 100 | 41,041 |
| WY Wyoming | 0 | 0 | 45 | 0 | 12 | 57 |
| TOTAL U.S.: | 34,742 | 241,524 | 178,809 | 38,343 | 7,417 | 500,835 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 1,739 | 139 | 5 | 1,883 |
| BC Brit. Columbia | 0 | 0 | 191 | 0 | 22 | 213 |
| MB Manitoba | 0 | 681 | 1,327 | 25 | 0 | 2,033 |
| NB New Brunswick | 13 | 462 | 2,539 | 96 | 0 | 3,110 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 225 | 0 | 0 | 225 |
| ON Ontario | 19 | 9,557 | 12,547 | 0 | 314 | 22,437 |
| PE Pr.Edward Isle | 0 | 0 | 442 | 0 | 36 | 478 |
| PQ Quebec | 22 | (137) | (658) | 0 | 113 | (660) |
| SK Saskatchewan | 7 | 0 | 313 | 0 | 0 | 320 |
| TOTAL CAN: | 61 | 10,563 | 18,665 | 260 | 490 | 30,039 |
| *EXPORT SALES: | 248,724 | 24,437 | 51,890 | 19,697 | 4,154 | 348,902 |
| **TOTAL AG SALES** | 283,527 | 276,524 | 249,364 | 58,300 | 12,061 | 879,776 |
| NON-AG U.S. | 32,316 | - | - | 10,038 | 618 | 42,972 |
| Canada | 2,382 | - | - | 564 | 26 | 2,972 |
| *Exports | 333 | - | - | 2,773 | 0 | 3,106 |
| **TOTAL NON-AG SALES** | 35,031 | - | - | 13,375 | 644 | 49,050 |
| **GRAND TOTAL** | **318,558** | **276,524** | **249,364** | **71,675** | **12,705** | **928,826** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

DECEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 28 | 6,956 | 14,132 | 0 | 0 | 21,116 |
| Brazil | 1,893 | 10,682 | 21,604 | 0 | 0 | 34,179 |
| Chile | 10,685 | 0 | 0 | 0 | 0 | 10,685 |
| China | 58,571 | 0 | 0 | 0 | 0 | 58,571 |
| Columbia | 7,372 | 0 | 3,564 | 0 | 363 | 11,299 |
| Denmark | 6,173 | 0 | 0 | 0 | 0 | 6,173 |
| Dom. Republic | 0 | 0 | 3,518 | 55 | 0 | 3,573 |
| Guyana | 0 | 0 | 867 | 0 | 0 | 867 |
| India | 190 | 0 | 0 | 0 | 0 | 190 |
| Indonesia | 10,450 | 0 | 0 | 0 | 0 | 10,450 |
| Japan | 24,959 | 6,799 | 5,560 | 19,642 | 3,710 | 60,670 |
| Korea | 52,121 | 0 | 0 | 0 | 0 | 52,121 |
| Malaysia | 27,992 | 0 | 0 | 0 | 0 | 27,992 |
| Martinique | 0 | 0 | 2,645 | 0 | 0 | 2,645 |
| Mexico | 227 | 0 | 0 | 0 | 32 | 259 |
| New Zealand | 0 | 0 | 0 | 0 | 49 | 49 |
| Norway | 15,939 | 0 | 0 | 0 | 0 | 15,939 |
| Peru | 2,521 | 0 | 0 | 0 | 0 | 2,521 |
| South Africa | 4,828 | 0 | 0 | 0 | 0 | 4,828 |
| Sri Lanka | 5,368 | 0 | 0 | 0 | 0 | 5,368 |
| Switzerland | 17,058 | 0 | 0 | 0 | 0 | 17,058 |
| Taiwan | 2,349 | 0 | 0 | 0 | 0 | 2,349 |
| TOTAL AG: | 248,724 | 24,437 | 51,890 | 19,697 | 4,154 | 348,902 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 163 | - | - | 2,773 | 0 | 2,936 |
| Mexico | 107 | - | - | 0 | 0 | 107 |
| Pakistan | 12 | - | - | 0 | 0 | 12 |
| United Kingdom | 51 | - | - | 0 | 0 | 51 |
| TOTAL NON-AG: | 333 | - | - | 2,773 | 0 | 3,106 |
| **TOTAL EXPORTS** | **249,057** | **24,437** | **51,890** | **22,470** | **4,154** | **352,008** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**DECEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 1,277 | 855 | 253 | 0 | 2,385 |
| AK Alaska | 0 | 61 | 0 | 0 | 61 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 0 | 123 | 123 |
| CA California | 0 | 0 | 63 | 0 | 63 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 0 | 126 | 0 | 126 |
| DE Delaware | 0 | 606 | 15 | 0 | 621 |
| FL Florida | 3,689 | 3,570 | 911 | 968 | 9,138 |
| GA Georgia | 1,516 | 609 | 196 | 935 | 3,256 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 4 | 122 | 0 | 126 |
| IL Illinois | 406 | 58,804 | 2,097 | 5,986 | 67,293 |
| IN Indiana | 30 | 30,369 | 11,685 | 4,930 | 47,014 |
| IA Iowa | 0 | 46,776 | 12,463 | 5,672 | 64,911 |
| KS Kansas | 0 | 0 | 0 | 14 | 14 |
| KY Kentucky | 61 | 942 | 0 | 42 | 1,045 |
| LA Louisiana | 0 | 12,737 | 13,796 | 0 | 26,533 |
| ME Maine | 0 | 0 | 15 | 0 | 15 |
| MD Maryland | 0 | 0 | 32 | 480 | 512 |
| MA Massachusetts | 0 | 0 | 143 | 496 | 639 |
| MI Michigan | 923 | 9,969 | 4,704 | 752 | 16,348 |
| MN Minnesota | 123 | 14,777 | 34,807 | 557 | 50,264 |
| MS Mississippi | 0 | 0 | 0 | 1,876 | 1,876 |
| MO Missouri | 0 | 150 | 967 | 207 | 1,324 |
| MT Montana | 0 | 0 | 1,959 | 103 | 2,062 |
| NE Nebraska | 0 | 0 | 80 | 556 | 636 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 241 | 0 | 0 | 241 |
| NJ New Jersey | 0 | 0 | 123 | 27 | 150 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 2,191 | 142 | 1,170 | 63 | 3,566 |
| NC North Carolina | 0 | 787 | 122 | 3,670 | 4,579 |
| ND North Dakota | 0 | 40 | 2,019 | 0 | 2,059 |
| OH Ohio | 61 | 11,597 | 14,612 | 3,876 | 30,146 |
| OK Oklahoma | 0 | 0 | 0 | 319 | 319 |
| OR Oregon | 0 | 0 | 1,680 | 63 | 1,743 |
| PA Pennsylvania | 787 | 230 | 1,188 | 367 | 2,572 |
| RI Rhode Island | 0 | 0 | 116 | 0 | 116 |
| SC South Carolina | 305 | 671 | 416 | 249 | 1,641 |
| SD South Dakota | 0 | 229 | 1,068 | 39 | 1,336 |
| TN Tennessee | 4,392 | 12,405 | 12,187 | 124 | 29,108 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 14 | 0 | 14 |
| VA Virginia | 243 | 121 | 123 | 1,699 | 2,186 |
| WA Washington | 1,560 | 194 | 3,081 | 192 | 5,027 |
| WV West Virginia | 0 | 122 | 0 | 0 | 122 |
| WI Wisconsin | 1,758 | 22,519 | 16,456 | 192 | 40,925 |
| WY Wyoming | 0 | 0 | 0 | 0 | 0 |
| TOTAL U.S.: | 19,322 | 229,527 | 138,809 | 34,577 | 422,235 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 1,739 | 139 | 1,878 |
| BC Brit. Columbia | 0 | 0 | 191 | 0 | 191 |
| MB Manitoba | 0 | 681 | 1,327 | 25 | 2,033 |
| NB New Brunswick | 13 | 462 | 2,539 | 96 | 3,110 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 225 | 0 | 225 |
| ON Ontario | 19 | 9,557 | 12,547 | 0 | 22,123 |
| PE Pr.Edward Isle | 0 | 0 | 442 | 0 | 442 |
| PQ Quebec | 22 | (137) | (658) | 0 | (773) |
| SK Saskatchewan | 7 | 0 | 313 | 0 | 320 |
| TOTAL CANADA: | 61 | 10,563 | 18,665 | 260 | 29,549 |
| *EXPORT SALES: | 239,900 | 19,337 | 40,631 | 15,833 | 315,701 |
| **TOTAL AG SALES** | 259,283 | 259,427 | 198,105 | 50,670 | 767,485 |
| NON-AG U.S. | 17,911 | - | - | 9,612 | 27,523 |
| Canada | 2,382 | - | - | 564 | 2,946 |
| *Exports | 226 | - | - | 2,773 | 2,999 |
| **TOTAL NON-AG SALES** | 20,519 | - | - | 12,949 | 33,468 |
| **GRAND TOTAL** | **279,802** | **259,427** | **198,105** | **63,619** | **800,953** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**DECEMBER 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 28 | 6,956 | 14,132 | 0 | 21,116 |
| Brazil | 1,893 | 8,670 | 20,939 | 0 | 31,502 |
| Chile | 10,685 | 0 | 0 | 0 | 10,685 |
| China | 58,571 | 0 | 0 | 0 | 58,571 |
| Columbia | 4,068 | 0 | 0 | 0 | 4,068 |
| Denmark | 6,173 | 0 | 0 | 0 | 6,173 |
| India | 190 | 0 | 0 | 0 | 190 |
| Indonesia | 10,450 | 0 | 0 | 0 | 10,450 |
| Japan | 22,187 | 3,711 | 5,560 | 15,833 | 47,291 |
| Korea | 52,121 | 0 | 0 | 0 | 52,121 |
| Malaysia | 27,992 | 0 | 0 | 0 | 27,992 |
| Norway | 15,939 | 0 | 0 | 0 | 15,939 |
| South Africa | 4,828 | 0 | 0 | 0 | 4,828 |
| Sri Lanka | 5,368 | 0 | 0 | 0 | 5,368 |
| Switzerland | 17,058 | 0 | 0 | 0 | 17,058 |
| Taiwan | 2,349 | 0 | 0 | 0 | 2,349 |
| TOTAL AG: | 239,900 | 19,337 | 40,631 | 15,833 | 315,701 |
| NON-AGRICULTURAL | | | | | |
| Japan | 163 | - | - | 2,773 | 2,936 |
| Pakistan | 12 | - | - | 0 | 12 |
| United Kingdom | 51 | - | - | 0 | 51 |
| TOTAL NON-AG: | 226 | - | - | 2,773 | 2,999 |
| **TOTAL EXPORTS:** | **240,126** | **19,337** | **40,631** | **18,606** | **318,700** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

DECEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 455 | 373 | 0 | 0 | 500 | 1,328 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 59 | 0 | 49 | 190 | 6 | 304 |
| AR Arkansas | 16 | 0 | 3,601 | 0 | 0 | 3,617 |
| CA California | 2,181 | 2,008 | 198 | 29 | 449 | 4,865 |
| CO Colorado | 686 | 0 | 167 | 0 | 0 | 853 |
| CT Connecticut | 0 | 0 | 0 | 0 | 49 | 49 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 21 | 240 | 0 | 0 | 2,335 | 2,596 |
| GA Georgia | 15 | 61 | 846 | 0 | 657 | 1,579 |
| HI Hawaii | 65 | 0 | 0 | 0 | 10 | 75 |
| ID Idaho | 76 | 111 | 463 | 0 | 0 | 650 |
| IL Illinois | 1,306 | 121 | 3,910 | 0 | 93 | 5,430 |
| IN Indiana | 1,656 | 242 | 0 | 0 | 29 | 1,927 |
| IA Iowa | 321 | 1,251 | 926 | 50 | 0 | 2,548 |
| KS Kansas | 169 | 1,187 | 2,846 | 248 | 61 | 4,511 |
| KY Kentucky | 0 | 0 | 0 | 0 | 12 | 12 |
| LA Louisiana | 0 | 124 | 746 | 1,334 | 25 | 2,229 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 44 | 44 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 2 | 2 |
| MI Michigan | 13 | 0 | 0 | 0 | 136 | 149 |
| MN Minnesota | 31 | 32 | 14 | 0 | 14 | 91 |
| MS Mississippi | 0 | 62 | 123 | 0 | 0 | 185 |
| MO Missouri | 3,772 | 3,834 | 9,895 | 1,272 | 15 | 18,788 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 271 | 207 | 939 | 0 | 241 | 1,658 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 50 | 50 |
| NM New Mexico | 840 | 0 | 343 | 0 | 35 | 1,218 |
| NY New York | 0 | 0 | 0 | 0 | 57 | 57 |
| NC North Carolina | 742 | 0 | 0 | 0 | 112 | 854 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 119 | 0 | 0 | 0 | 209 | 328 |
| OK Oklahoma | 551 | 75 | 304 | 0 | 17 | 947 |
| OR Oregon | 0 | 349 | 930 | 0 | 11 | 1,290 |
| PA Pennsylvania | 38 | 0 | 0 | 0 | 151 | 189 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 529 | 529 |
| SD South Dakota | 0 | 0 | 45 | 0 | 0 | 45 |
| TN Tennessee | 594 | 47 | 0 | 16 | 105 | 762 |
| TX Texas | 1,402 | 1,643 | 13,319 | 627 | 1,080 | 18,071 |
| UT Utah | 5 | 15 | 77 | 0 | 0 | 97 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 0 | 0 | 0 | 99 | 99 |
| WA Washington | 0 | 15 | 214 | 0 | 172 | 401 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 16 | 0 | 0 | 0 | 100 | 116 |
| WY Wyoming | 0 | 0 | 45 | 0 | 12 | 57 |
| TOTAL U.S.: | 15,420 | 11,997 | 40,000 | 3,766 | 7,417 | 78,600 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 5 | 5 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 22 | 22 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 314 | 314 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 36 | 36 |
| PQ Quebec | 0 | 0 | 0 | 0 | 113 | 113 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 490 | 490 |
| *EXPORT SALES: | 8,824 | 5,100 | 11,259 | 3,864 | 4,154 | 33,201 |
| **TOTAL AG SALES** | 24,244 | 17,097 | 51,259 | 7,630 | 12,061 | 112,291 |
| NON-AG U.S. | 14,405 | - | - | 426 | 618 | 15,449 |
| Canada | 0 | - | - | 0 | 26 | 26 |
| *Exports | 107 | - | - | 0 | 0 | 107 |
| **TOTAL NON-AG SALES** | 14,512 | - | - | 426 | 644 | 15,582 |
| **GRAND TOTAL** | 38,756 | 17,097 | 51,259 | 8,056 | 12,705 | 127,873 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

DECEMBER 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 0 | 2,012 | 665 | 0 | 0 | 2,677 |
| Columbia | 3,304 | 0 | 3,564 | 0 | 363 | 7,231 |
| Dom. Republic | 0 | 0 | 3,518 | 55 | 0 | 3,573 |
| Guyana | 0 | 0 | 867 | 0 | 0 | 867 |
| Japan | 2,772 | 3,088 | 0 | 3,809 | 3,710 | 13,379 |
| Martinique | 0 | 0 | 2,645 | 0 | 0 | 2,645 |
| Mexico | 227 | 0 | 0 | 0 | 32 | 259 |
| New Zealand | 0 | 0 | 0 | 0 | 49 | 49 |
| Peru | 2,521 | 0 | 0 | 0 | 0 | 2,521 |
| TOTAL AG: | 8,824 | 5,100 | 11,259 | 3,864 | 4,154 | 33,201 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 107 | - | - | 0 | 0 | 107 |
| TOTAL NON-AG: | 107 | - | - | 0 | 0 | 107 |
| **TOTAL EXPORTS:** | **8,931** | **5,100** | **11,259** | **3,864** | **4,154** | **33,308** |

3/4/88 98720-1

**POTASH & PHOSPHATE INSTITUTE**
**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | JAN 1988 | JAN 1987 | JUL-JAN 1987/88 | JUL-JAN 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 4,301 | 3,630 | 34,494 | 28,506 |
| AK | Alaska | 120 | 187 | 251 | 914 |
| AZ | Arizona | 159 | 270 | 1,865 | 933 |
| AR | Arkansas | 4,011 | 12,972 | 26,817 | 22,845 |
| CA | California | 5,154 | 6,855 | 41,207 | 34,468 |
| CO | Colorado | 524 | 1,137 | 2,392 | 3,496 |
| CT | Connecticut | 549 | 785 | 1,483 | 1,964 |
| DE | Delaware | 1,662 | 4,296 | 7,798 | 15,806 |
| FL | Florida | 9,882 | 19,952 | 71,778 | 72,588 |
| GA | Georgia | 6,792 | 8,685 | 50,968 | 48,376 |
| HI | Hawaii | 1,670 | 225 | 9,051 | 4,003 |
| ID | Idaho | 2,374 | 4,447 | 10,172 | 14,280 |
| IL | Illinois | 89,905 | 88,281 | 449,087 | 421,469 |
| IN | Indiana | 42,161 | 52,009 | 222,906 | 209,209 |
| IA | Iowa | 48,519 | 54,185 | 314,883 | 260,677 |
| KS | Kansas | 3,316 | 3,030 | 27,131 | 13,331 |
| KY | Kentucky | 25,216 | 20,780 | 54,536 | 64,947 |
| LA | Louisiana | 4,532 | 6,686 | 68,635 | 39,787 |
| ME | Maine | 0 | 944 | 3,374 | 2,519 |
| MD | Maryland | 5,606 | 4,317 | 17,541 | 15,140 |
| MA | Massachusetts | 947 | 630 | 2,169 | 2,670 |
| MI | Michigan | 22,729 | 20,992 | 95,832 | 90,178 |
| MN | Minnesota | 31,574 | 23,633 | 207,201 | 187,116 |
| MS | Mississippi | 1,006 | 2,819 | 19,565 | 6,885 |
| MO | Missouri | 19,054 | 26,849 | 144,561 | 120,747 |
| MT | Montana | 807 | 649 | 5,762 | 4,846 |
| NE | Nebraska | 2,640 | 5,314 | 15,598 | 13,672 |
| NV | Nevada | 0 | 0 | 0 | 27 |
| NH | New Hampshire | 0 | 46 | 389 | 198 |
| NJ | New Jersey | 305 | 855 | 2,155 | 3,780 |
| NM | New Mexico | 302 | 363 | 4,470 | 3,693 |
| NY | New York | 4,639 | 4,798 | 16,780 | 31,228 |
| NC | North Carolina | 9,[illegible] | 13,252 | 31,372 | 45,036 |
| ND | North Dakota | 3[illegible] | 2,731 | 13,188 | 13,899 |
| OH | Ohio | 137,923 | 87,088 | 320,192 | 299,835 |
| OK | Oklahoma | 590 | 1,396 | 12,324 | 9,217 |
| OR | Oregon | 1,054 | 2,765 | 14,687 | 13,606 |
| PA | Pennsylvania | 8,445 | 7,304 | 26,753 | 27,903 |
| RI | Rhode Island | 60 | 0 | 321 | 360 |
| SC | South Carolina | 4,847 | 2,350 | 24,782 | 28,891 |
| SD | South Dakota | 1,600 | 937 | 6,518 | 4,904 |
| TN | Tennessee | 8,630 | 22,525 | 55,023 | 50,591 |
| TX | Texas | 13,168 | 11,713 | 82,589 | 57,993 |
| UT | Utah | 1,182 | 787 | 4,474 | 1,938 |
| VT | Vermont | 24 | 289 | 975 | 1,200 |
| VA | Virginia | 3,767 | 7,717 | 29,969 | 42,322 |
| WA | Washington | 3,287 | 4,141 | 17,609 | 19,648 |
| WV | West Virginia | 0 | 251 | 364 | 984 |
| WI | Wisconsin | 26,434 | 38,334 | 139,707 | 169,070 |
| WY | Wyoming | 90 | 67 | 869 | 439 |
| | TOTAL U.S.: | 564,381 | 584,268 | 2,712,567 | 2,528,134 |
| CANADA | | | | | |
| AB | Alberta | 1,911 | 1,130 | 11,235 | 6,852 |
| BC | Brit. Columbia | 584 | 251 | 1,848 | 7,547 |
| MB | Manitoba | 6,468 | 1,445 | 15,591 | 9,091 |
| NB | New Brunswick | 531 | 626 | 7,240 | 4,073 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 248 | 222 | 2,004 | 1,427 |
| ON | Ontario | 39,855 | 84,547 | 141,333 | 133,225 |
| PE | Pr.Edward Isle | 378 | 556 | 5,116 | 4,131 |
| PQ | Quebec | 50,118 | 40,761 | 93,791 | 60,722 |
| SK | Saskatchewan | 719 | 3,864 | 14,040 | 7,236 |
| | TOTAL CAN: | 100,812 | 133,402 | 292,198 | 234,304 |
| EXPORT SALES: | | 346,572 | 246,085 | 2,246,131 | 1,983,850 |
| TOTAL AGRICULTURAL | | 1,011,765 | 963,755 | 5,250,896 | 4,746,288 |
| Non-Ag U.S. | | 31,494 | 33,081 | 240,086 | 221,800 |
| | Canada | 1,936 | 1,510 | 15,648 | 9,318 |
| | Exports | 11,075 | 461 | 71,326 | 35,589 |
| TOTAL NON-AGRICULTURAL | | 44,505 | 35,052 | 327,060 | 266,707 |
| GRAND TOTAL..... | | 1,056,270 | 998,807 | 5,577,956 | 5,012,995 |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**
**JANUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,458 | 2,273 | 183 | 124 | 263 | 4,301 |
| AK Alaska | 0 | 0 | 120 | 0 | 0 | 120 |
| AZ Arizona | 44 | 0 | 29 | 62 | 24 | 159 |
| AR Arkansas | 48 | 62 | 2,660 | 1,237 | 4 | 4,011 |
| CA California | 2,680 | 1,343 | 461 | 51 | 619 | 5,154 |
| CO Colorado | 204 | 0 | 263 | 0 | 57 | 524 |
| CT Connecticut | 0 | 0 | 549 | 0 | 0 | 549 |
| DE Delaware | 0 | 0 | 1,640 | 0 | 22 | 1,662 |
| FL Florida | 2,563 | 1,939 | 1,781 | 240 | 3,359 | 9,882 |
| GA Georgia | 2,515 | 1,584 | 542 | 587 | 1,564 | 6,792 |
| HI Hawaii | 0 | 0 | 1,617 | 0 | 53 | 1,670 |
| ID Idaho | 82 | 1,389 | 903 | 0 | 0 | 2,374 |
| IL Illinois | 582 | 75,063 | 8,735 | 5,416 | 109 | 89,905 |
| IN Indiana | 1,763 | 28,223 | 7,466 | 4,303 | 406 | 42,161 |
| IA Iowa | 197 | 34,157 | 10,855 | 3,297 | 13 | 48,519 |
| KS Kansas | 253 | 630 | 2,212 | 83 | 138 | 3,316 |
| KY Kentucky | 0 | 20,036 | 3,521 | 0 | 1,659 | 25,216 |
| LA Louisiana | 0 | 390 | 3,637 | 500 | 5 | 4,532 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 3,830 | 1,776 | 0 | 5,606 |
| MA Massachusetts | 0 | 0 | 912 | 0 | 35 | 947 |
| MI Michigan | 0 | 17,520 | 5,135 | 63 | 11 | 22,729 |
| MN Minnesota | 31 | 11,000 | 19,499 | 996 | 48 | 31,574 |
| MS Mississippi | 0 | 0 | 52 | 927 | 27 | 1,006 |
| MO Missouri | 15 | 3,368 | 14,493 | 1,149 | 29 | 19,054 |
| MT Montana | 29 | 165 | 514 | 99 | 0 | 807 |
| NE Nebraska | 93 | 463 | 1,249 | 537 | 298 | 2,640 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 122 | 61 | 87 | 35 | 305 |
| NM New Mexico | 181 | 0 | 76 | 0 | 45 | 302 |
| NY New York | 317 | 464 | 3,582 | 61 | 215 | 4,639 |
| NC North Carolina | 668 | 1,152 | 6,524 | 850 | 263 | 9,457 |
| ND North Dakota | 0 | 1,328 | 2,039 | 0 | 0 | 3,367 |
| OH Ohio | 8,452 | 113,043 | 14,279 | 1,853 | 296 | 137,923 |
| OK Oklahoma | 302 | 0 | 274 | 14 | 0 | 590 |
| OR Oregon | 31 | 468 | 498 | 0 | 57 | 1,054 |
| PA Pennsylvania | 1,678 | 367 | 5,904 | 400 | 96 | 8,445 |
| RI Rhode Island | 0 | 0 | 60 | 0 | 0 | 60 |
| SC South Carolina | 789 | 911 | 2,239 | 310 | 598 | 4,847 |
| SD South Dakota | 0 | 611 | 968 | 21 | 0 | 1,600 |
| TN Tennessee | 121 | 4,103 | 4,396 | 0 | 10 | 8,630 |
| TX Texas | 3,406 | 2,897 | 5,666 | 428 | 771 | 13,168 |
| UT Utah | 957 | 29 | 196 | 0 | 0 | 1,182 |
| VT Vermont | 0 | 0 | 14 | 0 | 10 | 24 |
| VA Virginia | 182 | 377 | 1,393 | 1,421 | 394 | 3,767 |
| WA Washington | 676 | 384 | 1,979 | 19 | 229 | 3,287 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 436 | 16,555 | 8,645 | 570 | 228 | 26,434 |
| WY Wyoming | 0 | 15 | 75 | 0 | 0 | 90 |
| TOTAL U.S.: | 30,753 | 342,431 | 151,726 | 27,481 | 11,990 | 564,381 |
| CANADA | | | | | | |
| AB Alberta | 25 | 0 | 1,568 | 318 | 0 | 1,911 |
| BC Brit. Columbia | 0 | 0 | 535 | 21 | 28 | 584 |
| MB Manitoba | 0 | 294 | 5,972 | 202 | 0 | 6,468 |
| NB New Brunswick | 0 | 61 | 470 | 0 | 0 | 531 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 248 | 0 | 0 | 248 |
| ON Ontario | 13 | 37,714 | 947 | 118 | 1,063 | 39,855 |
| PE Pr.Edward Isle | 0 | 0 | 378 | 0 | 0 | 378 |
| PQ Quebec | 45 | 0 | 49,531 | 0 | 542 | 50,118 |
| SK Saskatchewan | 0 | 14 | 705 | 0 | 0 | 719 |
| TOTAL CAN: | 83 | 38,083 | 60,354 | 659 | 1,633 | 100,812 |
| *EXPORT SALES: | 262,542 | 4,177 | 64,098 | 7,011 | 8,744 | 346,572 |
| **TOTAL AG SALES** | 293,378 | 384,691 | 276,178 | 35,151 | 22,367 | 1,011,765 |
| NON-AG U.S. | 22,642 | - | - | 8,208 | 644 | 31,494 |
| Canada | 1,428 | - | - | 483 | 25 | 1,936 |
| *Exports | 198 | - | - | 10,877 | 0 | 11,075 |
| **TOTAL NON-AG SALES** | 24,268 | - | - | 19,568 | 669 | 44,505 |
| **GRAND TOTAL** | **317,646** | **384,691** | **276,178** | **54,719** | **23,036** | **1,056,270** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**JANUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 13 | 0 | 6,870 | 0 | 0 | 6,883 |
| Brazil | 0 | 0 | 1,329 | 0 | 0 | 1,329 |
| Chile | 0 | 0 | 0 | 0 | 4,791 | 4,791 |
| China | 67,446 | 0 | 0 | 0 | 0 | 67,446 |
| Columbia | 3,676 | 0 | 0 | 0 | 0 | 3,676 |
| Costa Rica | 1,670 | 0 | 0 | 0 | 0 | 1,670 |
| Denmark | 8,062 | 0 | 0 | 0 | 0 | 8,062 |
| Holland | 3,335 | 0 | 14,559 | 0 | 0 | 17,894 |
| India | 29,384 | 0 | 0 | 0 | 0 | 29,384 |
| Indonesia | 24,211 | 0 | 0 | 0 | 0 | 24,211 |
| Jamaica | 0 | 0 | 2,207 | 0 | 0 | 2,207 |
| Japan | 13,187 | 2,362 | 5,753 | 6,382 | 1,276 | 28,960 |
| Korea | 22,304 | 0 | 0 | 0 | 0 | 22,304 |
| Malaysia | 35,024 | 0 | 0 | 0 | 0 | 35,024 |
| Mexico | 12,389 | 0 | 14,718 | 0 | 39 | 27,146 |
| New Zealand | 11,588 | 0 | 0 | 629 | 0 | 12,217 |
| Peru | 0 | 0 | 0 | 0 | 2,627 | 2,627 |
| Philippines | 15,792 | 0 | 0 | 0 | 0 | 15,792 |
| Puerto Rico | 0 | 1,815 | 0 | 0 | 11 | 1,826 |
| South Africa | 0 | 0 | 5,368 | 0 | 0 | 5,368 |
| Sri Lanka | 14,461 | 0 | 0 | 0 | 0 | 14,461 |
| Venezuela | 0 | 0 | 13,294 | 0 | 0 | 13,294 |
| TOTAL AG: | 262,542 | 4,177 | 64,098 | 7,011 | 8,744 | 346,572 |
| NON-AGRICULTURAL | | | | | | |
| Italy | 0 | - | - | 9,145 | 0 | 9,145 |
| Japan | 186 | - | - | 1,732 | 0 | 1,918 |
| Pakistan | 12 | - | - | 0 | 0 | 12 |
| TOTAL NON-AG: | 198 | - | - | 10,877 | 0 | 11,075 |
| **TOTAL EXPORTS** | **262,740** | **4,177** | **64,098** | **17,888** | **8,744** | **357,647** |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**
**JANUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 783 | 2,195 | 122 | 124 | 3,224 |
| AK Alaska | 0 | 0 | 120 | 0 | 120 |
| AZ Arizona | 0 | 0 | 6 | 0 | 6 |
| AR Arkansas | 0 | 0 | 0 | 937 | 937 |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 0 | 549 | 0 | 549 |
| DE Delaware | 0 | 0 | 1,640 | 0 | 1,640 |
| FL Florida | 2,526 | 1,939 | 1,337 | 240 | 6,042 |
| GA Georgia | 1,857 | 1,584 | 121 | 496 | 4,058 |
| HI Hawaii | 0 | 0 | 1,617 | 0 | 1,617 |
| ID Idaho | 0 | 467 | 58 | 0 | 525 |
| IL Illinois | 582 | 74,754 | 8,256 | 5,416 | 89,008 |
| IN Indiana | 986 | 28,223 | 7,285 | 4,303 | 40,797 |
| IA Iowa | 0 | 33,824 | 10,174 | 3,297 | 47,295 |
| KS Kansas | 0 | 0 | 16 | 55 | 71 |
| KY Kentucky | 0 | 20,036 | 2,616 | 0 | 22,652 |
| LA Louisiana | 0 | 0 | 0 | 62 | 62 |
| ME Maine | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 3,830 | 1,776 | 5,606 |
| MA Massachusetts | 0 | 0 | 912 | 0 | 912 |
| MI Michigan | 0 | 17,520 | 5,135 | 63 | 22,718 |
| MN Minnesota | 0 | 10,969 | 19,499 | 996 | 31,464 |
| MS Mississippi | 0 | 0 | 0 | 927 | 927 |
| MO Missouri | 0 | 1,339 | 7,365 | 473 | 9,177 |
| MT Montana | 0 | 165 | 514 | 99 | 778 |
| NE Nebraska | 0 | 416 | 261 | 456 | 1,133 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 122 | 61 | 87 | 270 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 317 | 464 | 3,582 | 61 | 4,424 |
| NC North Carolina | 668 | 1,152 | 6,470 | 850 | 9,140 |
| ND North Dakota | 0 | 1,328 | 2,039 | 0 | 3,367 |
| OH Ohio | 7,675 | 113,043 | 14,279 | 1,853 | 136,850 |
| OK Oklahoma | 0 | 0 | 0 | 14 | 14 |
| OR Oregon | 0 | 244 | 165 | 0 | 409 |
| PA Pennsylvania | 1,642 | 367 | 5,904 | 375 | 8,288 |
| RI Rhode Island | 0 | 0 | 60 | 0 | 60 |
| SC South Carolina | 789 | 911 | 2,239 | 310 | 4,249 |
| SD South Dakota | 0 | 611 | 968 | 21 | 1,600 |
| TN Tennessee | 0 | 4,103 | 4,396 | 0 | 8,499 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 930 | 0 | 0 | 0 | 930 |
| VT Vermont | 0 | 0 | 14 | 0 | 14 |
| VA Virginia | 182 | 377 | 1,393 | 1,421 | 3,373 |
| WA Washington | 676 | 384 | 1,843 | 19 | 2,922 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 428 | 16,555 | 8,645 | 570 | 26,198 |
| WY Wyoming | 0 | 0 | 0 | 0 | 0 |
| TOTAL U.S.: | 20,041 | 333,092 | 123,491 | 25,301 | 501,925 |
| CANADA | | | | | |
| AB Alberta | 25 | 0 | 1,568 | 318 | 1,911 |
| BC Brit. Columbia | 0 | 0 | 535 | 21 | 556 |
| MB Manitoba | 0 | 294 | 5,972 | 202 | 6,468 |
| NB New Brunswick | 0 | 61 | 470 | 0 | 531 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 248 | 0 | 248 |
| ON Ontario | 13 | 37,714 | 947 | 118 | 38,792 |
| PE Pr.Edward Isle | 0 | 0 | 378 | 0 | 378 |
| PQ Quebec | 45 | 0 | 49,531 | 0 | 49,576 |
| SK Saskatchewan | 0 | 14 | 705 | 0 | 719 |
| TOTAL CAN: | 83 | 38,083 | 60,354 | 659 | 99,179 |
| *EXPORT SALES: | 258,529 | 2,362 | 49,475 | 7,011 | 317,377 |
| **TOTAL AG SALES** | 278,653 | 373,537 | 233,320 | 32,971 | 918,481 |
| NON-AG U.S. | 11,544 | - | - | 7,696 | 19,240 |
| Canada | 1,428 | - | - | 483 | 1,911 |
| *Exports | 198 | - | - | 10,877 | 11,075 |
| **TOTAL NON-AG SALES** | 13,170 | - | - | 19,056 | 32,226 |
| **GRAND TOTAL** | **291,823** | **373,537** | **233,320** | **52,027** | **950,707** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JANUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 13 | 0 | 6,870 | 0 | 6,883 |
| China | 67,446 | 0 | 0 | 0 | 67,446 |
| Costa Rica | 1,670 | 0 | 0 | 0 | 1,670 |
| Denmark | 8,062 | 0 | 0 | 0 | 8,062 |
| Holland | 3,335 | 0 | 14,559 | 0 | 17,894 |
| India | 29,384 | 0 | 0 | 0 | 29,384 |
| Indonesia | 24,211 | 0 | 0 | 0 | 24,211 |
| Jamaica | 0 | 0 | 2,207 | 0 | 2,207 |
| Japan | 13,187 | 2,362 | 5,753 | 6,382 | 27,684 |
| Korea | 22,304 | 0 | 0 | 0 | 22,304 |
| Malaysia | 35,024 | 0 | 0 | 0 | 35,024 |
| Mexico | 12,052 | 0 | 14,718 | 0 | 26,770 |
| New Zealand | 11,588 | 0 | 0 | 629 | 12,217 |
| Philippines | 15,792 | 0 | 0 | 0 | 15,792 |
| South Africa | 0 | 0 | 5,368 | 0 | 5,368 |
| Sri Lanka | 14,461 | 0 | 0 | 0 | 14,461 |
| TOTAL AG: | 258,529 | 2,362 | 49,475 | 7,011 | 317,377 |
| | | | | | |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 9,145 | 9,145 |
| Japan | 186 | - | - | 1,732 | 1,918 |
| Pakistan | 12 | - | - | 0 | 12 |
| TOTAL NON-AG: | 198 | - | - | 10,877 | 11,075 |
| | | | | | |
| **TOTAL EXPORTS** | **258,727** | **2,362** | **49,475** | **17,888** | **328,452** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JANUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 675 | 78 | 61 | 0 | 263 | 1,077 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 44 | 0 | 23 | 62 | 24 | 153 |
| AR Arkansas | 48 | 62 | 2,660 | 300 | 4 | 3,074 |
| CA California | 2,680 | 1,343 | 461 | 51 | 619 | 5,154 |
| CO Colorado | 204 | 0 | 263 | 0 | 57 | 524 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 22 | 22 |
| FL Florida | 37 | 0 | 444 | 0 | 3,359 | 3,840 |
| GA Georgia | 658 | 0 | 421 | 91 | 1,564 | 2,734 |
| HI Hawaii | 0 | 0 | 0 | 0 | 53 | 53 |
| ID Idaho | 82 | 922 | 845 | 0 | 0 | 1,849 |
| IL Illinois | 0 | 309 | 479 | 0 | 109 | 897 |
| IN Indiana | 777 | 0 | 181 | 0 | 406 | 1,364 |
| IA Iowa | 197 | 333 | 681 | 0 | 13 | 1,224 |
| KS Kansas | 253 | 630 | 2,196 | 28 | 138 | 3,245 |
| KY Kentucky | 0 | 0 | 905 | 0 | 1,659 | 2,564 |
| LA Louisiana | 0 | 390 | 3,637 | 438 | 5 | 4,470 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 35 | 35 |
| MI Michigan | 0 | 0 | 0 | 0 | 11 | 11 |
| MN Minnesota | 31 | 31 | 0 | 0 | 48 | 110 |
| MS Mississippi | 0 | 0 | 52 | 0 | 27 | 79 |
| MO Missouri | 15 | 2,029 | 7,128 | 676 | 29 | 9,877 |
| MT Montana | 29 | 0 | 0 | 0 | 0 | 29 |
| NE Nebraska | 93 | 47 | 988 | 81 | 298 | 1,507 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 35 | 35 |
| NM New Mexico | 181 | 0 | 76 | 0 | 45 | 302 |
| NY New York | 0 | 0 | 0 | 0 | 215 | 215 |
| NC North Carolina | 0 | 0 | 54 | 0 | 263 | 317 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 777 | 0 | 0 | 0 | 296 | 1,073 |
| OK Oklahoma | 302 | 0 | 274 | 0 | 0 | 576 |
| OR Oregon | 31 | 224 | 333 | 0 | 57 | 645 |
| PA Pennsylvania | 36 | 0 | 0 | 25 | 96 | 157 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 598 | 598 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 121 | 0 | 0 | 0 | 10 | 131 |
| TX Texas | 3,406 | 2,897 | 5,666 | 428 | 771 | 13,168 |
| UT Utah | 27 | 29 | 196 | 0 | 0 | 252 |
| VT Vermont | 0 | 0 | 0 | 0 | 10 | 10 |
| VA Virginia | 0 | 0 | 0 | 0 | 394 | 394 |
| WA Washington | 0 | 0 | 136 | 0 | 229 | 365 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 8 | 0 | 0 | 0 | 228 | 236 |
| WY Wyoming | 0 | 15 | 75 | 0 | 0 | 90 |
| TOTAL U.S.: | 10,712 | 9,339 | 28,235 | 2,180 | 11,990 | 62,456 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 28 | 28 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 1,063 | 1,063 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 542 | 542 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 1,633 | 1,633 |
| *EXPORT SALES: | 4,013 | 1,815 | 14,623 | 0 | 8,744 | 29,195 |
| **TOTAL AG SALES** | 14,725 | 11,154 | 42,858 | 2,180 | 22,367 | 93,284 |
| NON-AG U.S. | 11,098 | - | - | 512 | 644 | 12,254 |
| Canada | 0 | - | - | 0 | 25 | 25 |
| *Exports | 0 | - | - | 0 | 0 | 0 |
| **TOTAL NON-AG SALES** | 11,098 | - | - | 512 | 669 | 12,279 |
| **GRAND TOTAL** | **25,823** | **11,154** | **42,858** | **2,692** | **23,036** | **105,563** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**JANUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 0 | 0 | 1,329 | 0 | 0 | 1,329 |
| Chile | 0 | 0 | 0 | 0 | 4,791 | 4,791 |
| Columbia | 3,676 | 0 | 0 | 0 | 0 | 3,676 |
| Japan | 0 | 0 | 0 | 0 | 1,276 | 1,276 |
| Mexico | 337 | 0 | 0 | 0 | 39 | 376 |
| Peru | 0 | 0 | 0 | 0 | 2,627 | 2,627 |
| Puerto Rico | 0 | 1,815 | 0 | 0 | 11 | 1,826 |
| Venezuela | 0 | 0 | 13,294 | 0 | 0 | 13,294 |
| TOTAL AG: | 4,013 | 1,815 | 14,623 | 0 | 8,744 | 29,195 |
| **TOTAL EXPORTS:** | **4,013** | **1,815** | **14,623** | **0** | **8,744** | **29,195** |

4/12/88 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH-SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | FEB 1988 | FEB 1987 | JUL-FEB 1987/88 | JUL-FEB 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 7,307 | 5,598 | 41,801 | 34,104 |
| AK | Alaska | 0 | 61 | 251 | 975 |
| AZ | Arizona | 61 | 166 | 1,926 | 1,099 |
| AR | Arkansas | 3,211 | 8,541 | 30,028 | 31,386 |
| CA | California | 7,472 | 5,427 | 48,679 | 39,895 |
| CO | Colorado | 759 | 849 | 3,151 | 4,345 |
| CT | Connecticut | 281 | 515 | 1,764 | 2,479 |
| DE | Delaware | 3,325 | 342 | 11,123 | 16,148 |
| FL | Florida | 13,524 | 20,552 | 85,302 | 93,140 |
| GA | Georgia | 25,318 | 27,872 | 76,286 | 76,248 |
| HI | Hawaii | 674 | 2,817 | 9,725 | 6,820 |
| ID | Idaho | 1,009 | 2,338 | 11,181 | 16,618 |
| IL | Illinois | 43,549 | 54,728 | 492,636 | 476,197 |
| IN | Indiana | 20,859 | 26,954 | 243,765 | 236,163 |
| IA | Iowa | 24,398 | 41,884 | 339,281 | 302,561 |
| KS | Kansas | 2,527 | 2,143 | 29,658 | 15,474 |
| KY | Kentucky | 6,945 | 7,980 | 61,481 | 72,927 |
| LA | Louisiana | 38,298 | 11,252 | 106,933 | 51,039 |
| ME | Maine | 821 | 601 | 4,195 | 3,120 |
| MD | Maryland | 1,180 | 1,427 | 18,721 | 16,567 |
| MA | Massachusetts | 61 | 106 | 2,230 | 2,776 |
| MI | Michigan | 4,164 | 9,571 | 99,996 | 99,749 |
| MN | Minnesota | 12,023 | 17,433 | 219,224 | 204,549 |
| MS | Mississippi | 5,960 | 5,675 | 25,525 | 12,560 |
| MO | Missouri | 17,832 | 21,114 | 162,393 | 141,861 |
| MT | Montana | 500 | 950 | 6,262 | 5,796 |
| NE | Nebraska | 4,258 | 3,242 | 19,856 | 16,914 |
| NV | Nevada | 0 | 2 | 0 | 29 |
| NH | New Hampshire | 0 | 180 | 389 | 378 |
| NJ | New Jersey | 234 | 326 | 2,389 | 4,106 |
| NM | New Mexico | 2,103 | 476 | 6,573 | 4,169 |
| NY | New York | 4,227 | 3,728 | 21,007 | 34,956 |
| NC | North Carolina | 17,194 | 7,046 | 48,566 | 52,082 |
| ND | North Dakota | 494 | 486 | 13,682 | 14,385 |
| OH | Ohio | 19,259 | 35,489 | 339,451 | 335,324 |
| OK | Oklahoma | 1,391 | 979 | 13,715 | 10,196 |
| OR | Oregon | 2,810 | 3,639 | 17,497 | 17,245 |
| PA | Pennsylvania | 5,914 | 6,652 | 32,667 | 34,555 |
| RI | Rhode Island | 239 | 392 | 560 | 752 |
| SC | South Carolina | 13,823 | 12,453 | 38,605 | 41,344 |
| SD | South Dakota | 1,069 | 1,035 | 7,587 | 5,939 |
| TN | Tennessee | 8,336 | 18,176 | 63,359 | 68,767 |
| TX | Texas | 12,205 | 9,659 | 94,794 | 67,652 |
| UT | Utah | 1,097 | 422 | 5,571 | 2,360 |
| VT | Vermont | 164 | 0 | 1,139 | 1,200 |
| VA | Virginia | 14,104 | 5,090 | 44,073 | 47,412 |
| WA | Washington | 2,142 | 2,363 | 19,751 | 22,011 |
| WV | West Virginia | 500 | 379 | 864 | 1,363 |
| WI | Wisconsin | 16,456 | 18,837 | 156,163 | 187,907 |
| WY | Wyoming | 104 | 229 | 973 | 668 |
| | TOTAL U.S.: | 370,181 | 408,176 | 3,082,748 | 2,936,310 |
| CANADA | | | | | |
| AB | Alberta | 1,040 | 22,142 | 12,275 | 28,994 |
| BC | Brit. Columbia | 204 | 604 | 2,052 | 8,151 |
| MB | Manitoba | 580 | 1,496 | 16,171 | 10,587 |
| NB | New Brunswick | 1,189 | 818 | 8,429 | 4,891 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 379 | 247 | 2,383 | 1,674 |
| ON | Ontario | 8,178 | 4,396 | 149,511 | 137,621 |
| PE | Pr.Edward Isle | 66 | 739 | 5,182 | 4,870 |
| PQ | Quebec | 1,791 | 5,664 | 95,582 | 66,386 |
| SK | Saskatchewan | 236 | 844 | 14,276 | 8,080 |
| | TOTAL CAN: | 13,663 | 36,950 | 305,861 | 271,254 |
| EXPORT SALES: | | 374,922 | 264,805 | 2,621,053 | 2,248,655 |
| **TOTAL AGRICULTURAL** | | 758,766 | 709,931 | 6,009,662 | 5,456,219 |
| Non-Ag | U.S. | 37,327 | 25,639 | 277,413 | 247,439 |
| | Canada | 1,236 | 1,808 | 16,884 | 11,126 |
| | Exports | 5,363 | 9,456 | 76,689 | 45,045 |
| **TOTAL NON-AGRICULTURAL** | | 43,926 | 36,903 | 370,986 | 303,610 |
| **GRAND TOTAL** | | **802,692** | **746,834** | **6,380,648** | **5,759,829** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,756 | 2,210 | 808 | 2,077 | 456 | 7,307 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 14 | 0 | 47 | 0 | 0 | 61 |
| AR Arkansas | 49 | 124 | 2,897 | 81 | 60 | 3,211 |
| CA California | 3,018 | 2,346 | 1,184 | 0 | 924 | 7,472 |
| CO Colorado | 110 | 0 | 479 | 148 | 22 | 759 |
| CT Connecticut | 0 | 248 | 0 | 0 | 33 | 281 |
| DE Delaware | 0 | 0 | 3,303 | 0 | 22 | 3,325 |
| FL Florida | 4,175 | 2,048 | 1,234 | 533 | 5,534 | 13,524 |
| GA Georgia | 2,345 | 671 | 17,055 | 3,310 | 1,937 | 25,318 |
| HI Hawaii | 189 | 0 | 348 | 0 | 137 | 674 |
| ID Idaho | 24 | 629 | 351 | 0 | 5 | 1,009 |
| IL Illinois | 0 | 31,227 | 6,477 | 5,742 | 103 | 43,549 |
| IN Indiana | 1,333 | 10,106 | 6,037 | 3,282 | 101 | 20,859 |
| IA Iowa | 4,743 | 13,412 | 4,957 | 1,231 | 55 | 24,398 |
| KS Kansas | 193 | 734 | 1,309 | 163 | 128 | 2,527 |
| KY Kentucky | 0 | 7,758 | (905) | 60 | 32 | 6,945 |
| LA Louisiana | 8,418 | 17,747 | 11,809 | 313 | 11 | 38,298 |
| ME Maine | 0 | 0 | 716 | 61 | 44 | 821 |
| MD Maryland | 0 | 0 | 136 | 1,006 | 38 | 1,180 |
| MA Massachusetts | 0 | 61 | 0 | 0 | 0 | 61 |
| MI Michigan | 0 | 3,413 | 624 | 28 | 99 | 4,164 |
| MN Minnesota | 122 | 4,099 | 7,156 | 505 | 141 | 12,023 |
| MS Mississippi | 0 | 1,905 | 4,032 | 0 | 23 | 5,960 |
| MO Missouri | 4,310 | 4,089 | 6,864 | 2,492 | 77 | 17,832 |
| MT Montana | 0 | 0 | 459 | 41 | 0 | 500 |
| NE Nebraska | 138 | 836 | 1,582 | 853 | 849 | 4,258 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 185 | 0 | 49 | 0 | 234 |
| NM New Mexico | 1,506 | 0 | 334 | 5 | 258 | 2,103 |
| NY New York | 0 | 919 | 2,448 | 710 | 150 | 4,227 |
| NC North Carolina | 662 | 972 | 12,240 | 2,120 | 1,200 | 17,194 |
| ND North Dakota | 0 | 133 | 361 | 0 | 0 | 494 |
| OH Ohio | 906 | 4,358 | 12,811 | 877 | 307 | 19,259 |
| OK Oklahoma | 60 | 16 | 1,249 | 16 | 50 | 1,391 |
| OR Oregon | 46 | 385 | 2,080 | 126 | 173 | 2,810 |
| PA Pennsylvania | 547 | 548 | 4,510 | 123 | 186 | 5,914 |
| RI Rhode Island | 0 | 0 | 239 | 0 | 0 | 239 |
| SC South Carolina | 365 | 496 | 11,373 | 593 | 996 | 13,823 |
| SD South Dakota | 0 | 612 | 421 | 36 | 0 | 1,069 |
| TN Tennessee | 182 | 3,473 | 4,666 | 0 | 15 | 8,336 |
| TX Texas | 1,207 | 3,671 | 4,787 | 1,106 | 1,434 | 12,205 |
| UT Utah | 930 | 0 | 165 | 0 | 2 | 1,097 |
| VT Vermont | 0 | 0 | 105 | 0 | 59 | 164 |
| VA Virginia | 489 | 244 | 10,928 | 1,825 | 618 | 14,104 |
| WA Washington | 189 | 191 | 1,427 | 252 | 83 | 2,142 |
| WV West Virginia | 0 | 121 | 379 | 0 | 0 | 500 |
| WI Wisconsin | 2,832 | 8,541 | 4,377 | 538 | 168 | 16,456 |
| WY Wyoming | 29 | 21 | 49 | 0 | 5 | 104 |
| TOTAL U.S.: | 40,887 | 128,549 | 153,908 | 30,302 | 16,535 | 370,181 |
| CANADA | | | | | | |
| AB Alberta | 24 | 0 | 953 | 63 | 0 | 1,040 |
| BC Brit. Columbia | 0 | 103 | 68 | 0 | 33 | 204 |
| MB Manitoba | 0 | 48 | 408 | 124 | 0 | 580 |
| NB New Brunswick | 0 | 119 | 1,070 | 0 | 0 | 1,189 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 379 | 0 | 0 | 379 |
| ON Ontario | 5,760 | 601 | 1,657 | 64 | 96 | 8,178 |
| PE Pr.Edward Isle | 0 | 0 | 66 | 0 | 0 | 66 |
| PQ Quebec | 23 | 0 | 1,409 | 0 | 359 | 1,791 |
| SK Saskatchewan | 3 | 0 | 233 | 0 | 0 | 236 |
| TOTAL CAN: | 5,810 | 871 | 6,243 | 251 | 488 | 13,663 |
| *EXPORT SALES: | 253,893 | 45,382 | 64,345 | 6,692 | 4,610 | 374,922 |
| **TOTAL AG SALES** | 300,590 | 174,802 | 224,496 | 37,245 | 21,633 | 758,766 |
| NON-AG U.S. | 26,872 | - | - | 9,933 | 522 | 37,327 |
| Canada | 1,195 | - | - | 40 | 1 | 1,236 |
| *Exports | 313 | - | - | 5,022 | 28 | 5,363 |
| TOTAL NON-AG SALES | 28,380 | - | - | 14,995 | 551 | 43,926 |
| **GRAND TOTAL** | **328,970** | **174,802** | **224,496** | **52,240** | **22,184** | **802,692** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

FEBRUARY 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 2,672 | 0 | 0 | 0 | 0 | 2,672 |
| Australia | 13 | 8,483 | 13,435 | 0 | 1,359 | 23,290 |
| Brazil | 19,096 | 13,802 | 11,323 | 0 | 0 | 44,221 |
| Chile | 10,257 | 0 | 0 | 0 | 964 | 11,221 |
| China | 65,446 | 0 | 0 | 0 | 0 | 65,446 |
| Columbia | 2,071 | 7,937 | 2,087 | 0 | 945 | 13,040 |
| Costa Rica | 0 | 0 | 991 | 0 | 800 | 1,791 |
| Denmark | 27,626 | 0 | 0 | 0 | 0 | 27,626 |
| Dom. Republic | 0 | 0 | 1,984 | 0 | 0 | 1,984 |
| Ecuador | 3,472 | (1,389) | 2,083 | 0 | 0 | 4,166 |
| Guatemala | 0 | 0 | 470 | 0 | 0 | 470 |
| Honduras | 2,333 | 0 | 0 | 0 | 0 | 2,333 |
| India | 12,269 | 0 | 0 | 0 | 0 | 12,269 |
| Indonesia | 16,563 | 0 | 0 | 0 | 0 | 16,563 |
| Ireland | 0 | 0 | 2,842 | 0 | 0 | 2,842 |
| Japan | 9,701 | 0 | 0 | 6,692 | 0 | 16,393 |
| Korea | 26,649 | 0 | 0 | 0 | 0 | 26,649 |
| Malaysia | 21,226 | 0 | 0 | 0 | 0 | 21,226 |
| Mexico | 501 | 16,551 | 0 | 0 | 234 | 17,286 |
| Nigeria | 5,952 | 0 | 0 | 0 | 0 | 5,952 |
| Peru | 4,424 | 0 | 0 | 0 | 0 | 4,424 |
| Puerto Rico | 0 | (2) | 0 | 0 | 308 | 306 |
| Sri Lanka | 7,039 | 0 | 0 | 0 | 0 | 7,039 |
| Switzerland | 14,236 | 0 | 14,896 | 0 | 0 | 29,132 |
| Taiwan | 2,347 | 0 | 0 | 0 | 0 | 2,347 |
| Venezuela | 0 | 0 | 14,234 | 0 | 0 | 14,234 |
| TOTAL AG: | 253,893 | 45,382 | 64,345 | 6,692 | 4,610 | 374,922 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 238 | - | - | 4,967 | 0 | 5,205 |
| Mexico | 0 | - | - | 55 | 28 | 83 |
| United Kingdom | 75 | - | - | 0 | 0 | 75 |
| TOTAL NON-AG: | 313 | - | - | 5,022 | 28 | 5,363 |
| **TOTAL EXPORTS:** | **254,206** | **45,382** | **64,345** | **11,714** | **4,638** | **380,285** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 733 | 1,650 | 446 | 2,077 | 4,906 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 14 | 0 | 14 |
| CA California | 0 | 0 | 125 | 0 | 125 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 248 | 0 | 0 | 248 |
| DE Delaware | 0 | 0 | 3,303 | 0 | 3,303 |
| FL Florida | 4,081 | 1,987 | 1,049 | 533 | 7,650 |
| GA Georgia | 1,744 | 671 | 16,920 | 3,266 | 22,601 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 0 | 123 | 0 | 123 |
| IL Illinois | 0 | 31,041 | 5,572 | 5,742 | 42,355 |
| IN Indiana | 1,294 | 10,106 | 6,022 | 3,282 | 20,704 |
| IA Iowa | 4,647 | 13,203 | 4,538 | 1,231 | 23,619 |
| KS Kansas | 0 | 0 | 0 | 121 | 121 |
| KY Kentucky | 0 | 7,758 | 0 | 60 | 7,818 |
| LA Louisiana | 8,170 | 17,057 | 10,118 | 0 | 35,345 |
| ME Maine | 0 | 0 | 716 | 61 | 777 |
| MD Maryland | 0 | 0 | 136 | 1,006 | 1,142 |
| MA Massachusetts | 0 | 61 | 0 | 0 | 61 |
| MI Michigan | 0 | 3,413 | 609 | 28 | 4,050 |
| MN Minnesota | 122 | 4,083 | 7,156 | 505 | 11,866 |
| MS Mississippi | 0 | 1,875 | 3,853 | 0 | 5,728 |
| MO Missouri | 1,809 | 1,806 | 1,255 | 2,004 | 6,874 |
| MT Montana | 0 | 0 | 459 | 41 | 500 |
| NE Nebraska | 0 | 836 | 139 | 755 | 1,730 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 185 | 0 | 49 | 234 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 919 | 2,448 | 710 | 4,077 |
| NC North Carolina | 61 | 972 | 12,183 | 2,120 | 15,336 |
| ND North Dakota | 0 | 133 | 361 | 0 | 494 |
| OH Ohio | 486 | 4,358 | 12,811 | 877 | 18,532 |
| OK Oklahoma | 0 | 0 | 0 | 0 | 0 |
| OR Oregon | 31 | 91 | 1,989 | 126 | 2,237 |
| PA Pennsylvania | 547 | 548 | 3,552 | 123 | 4,770 |
| RI Rhode Island | 0 | 0 | 239 | 0 | 239 |
| SC South Carolina | 365 | 556 | 11,373 | 562 | 12,856 |
| SD South Dakota | 0 | 612 | 421 | 36 | 1,069 |
| TN Tennessee | 0 | 3,441 | 4,666 | 0 | 8,107 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 930 | 0 | 0 | 0 | 930 |
| VT Vermont | 0 | 0 | 105 | 0 | 105 |
| VA Virginia | 489 | 244 | 10,915 | 1,825 | 13,473 |
| WA Washington | 189 | 191 | 1,427 | 252 | 2,059 |
| WV West Virginia | 0 | 121 | 379 | 0 | 500 |
| WI Wisconsin | 2,832 | 8,541 | 4,377 | 538 | 16,288 |
| WY Wyoming | 0 | 21 | 19 | 0 | 40 |
| TOTAL U.S.: | 28,530 | 116,728 | 129,818 | 27,930 | 303,006 |
| CANADA | | | | | |
| AB Alberta | 24 | 0 | 953 | 63 | 1,040 |
| BC Brit. Columbia | 0 | 103 | 68 | 0 | 171 |
| MB Manitoba | 0 | 48 | 408 | 124 | 580 |
| NB New Brunswick | 0 | 119 | 1,070 | 0 | 1,189 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 379 | 0 | 379 |
| ON Ontario | 5,760 | 601 | 1,657 | 64 | 8,082 |
| PE Pr.Edward Isle | 0 | 0 | 66 | 0 | 66 |
| PQ Quebec | 23 | 0 | 1,409 | 0 | 1,432 |
| SK Saskatchewan | 3 | 0 | 233 | 0 | 236 |
| TOTAL CAN: | 5,810 | 871 | 6,243 | 251 | 13,175 |
| *EXPORT SALES: | 238,347 | 46,773 | 41,834 | 6,692 | 333,646 |
| **TOTAL AG SALES** | 272,687 | 164,372 | 177,895 | 34,873 | 649,827 |
| NON-AG U.S. | 13,595 | - | - | 8,948 | 22,543 |
| Canada | 1,195 | - | - | 40 | 1,235 |
| *Exports | 313 | - | - | 4,967 | 5,280 |
| TOTAL NON-AG SALES | 15,103 | - | - | 13,955 | 29,058 |
| **GRAND TOTAL** | **287,790** | **164,372** | **177,895** | **48,828** | **678,885** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Argentina | 2,672 | 0 | 0 | 0 | 2,672 |
| Australia | 13 | 8,483 | 13,435 | 0 | 21,931 |
| Brazil | 19,096 | 13,802 | 11,323 | 0 | 44,221 |
| Chile | 10,257 | 0 | 0 | 0 | 10,257 |
| China | 65,446 | 0 | 0 | 0 | 65,446 |
| Columbia | 0 | 7,937 | 0 | 0 | 7,937 |
| Denmark | 27,626 | 0 | 0 | 0 | 27,626 |
| India | 12,269 | 0 | 0 | 0 | 12,269 |
| Indonesia | 16,563 | 0 | 0 | 0 | 16,563 |
| Ireland | 0 | 0 | 2,842 | 0 | 2,842 |
| Japan | 6,956 | 0 | 0 | 6,692 | 13,648 |
| Korea | 26,649 | 0 | 0 | 0 | 26,649 |
| Malaysia | 21,226 | 0 | 0 | 0 | 21,226 |
| Mexico | 0 | 16,551 | 0 | 0 | 16,551 |
| Nigeria | 5,952 | 0 | 0 | 0 | 5,952 |
| Sri Lanka | 7,039 | 0 | 0 | 0 | 7,039 |
| Switzerland | 14,236 | 0 | 0 | 0 | 14,236 |
| Taiwan | 2,347 | 0 | 0 | 0 | 2,347 |
| Venezuela | 0 | 0 | 14,234 | 0 | 14,234 |
| TOTAL AG: | 238,347 | 46,773 | 41,834 | 6,692 | 333,646 |
| NON-AGRICULTURAL | | | | | |
| Japan | 238 | - | - | 4,967 | 5,205 |
| United Kingdom | 75 | - | - | 0 | 75 |
| TOTAL NON-AG: | 313 | - | - | 4,967 | 5,280 |
| **TOTAL EXPORTS:** | **238,660** | **46,773** | **41,834** | **11,659** | **338,926** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,023 | 560 | 362 | 0 | 456 | 2,401 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 14 | 0 | 47 | 0 | 0 | 61 |
| AR Arkansas | 49 | 124 | 2,883 | 81 | 60 | 3,197 |
| CA California | 3,018 | 2,346 | 1,059 | 0 | 924 | 7,347 |
| CO Colorado | 110 | 0 | 479 | 148 | 22 | 759 |
| CT Connecticut | 0 | 0 | 0 | 0 | 33 | 33 |
| DE Delaware | 0 | 0 | 0 | 0 | 22 | 22 |
| FL Florida | 94 | 61 | 185 | 0 | 5,534 | 5,874 |
| GA Georgia | 601 | 0 | 135 | 44 | 1,937 | 2,717 |
| HI Hawaii | 189 | 0 | 348 | 0 | 137 | 674 |
| ID Idaho | 24 | 629 | 228 | 0 | 5 | 886 |
| IL Illinois | 0 | 186 | 905 | 0 | 103 | 1,194 |
| IN Indiana | 39 | 0 | 15 | 0 | 101 | 155 |
| IA Iowa | 96 | 209 | 419 | 0 | 55 | 779 |
| KS Kansas | 193 | 734 | 1,309 | 42 | 128 | 2,406 |
| KY Kentucky | 0 | 0 | (905) | 0 | 32 | (873) |
| LA Louisiana | 248 | 690 | 1,691 | 313 | 11 | 2,953 |
| ME Maine | 0 | 0 | 0 | 0 | 44 | 44 |
| MD Maryland | 0 | 0 | 0 | 0 | 38 | 38 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 0 | 0 |
| MI Michigan | 0 | 0 | 15 | 0 | 99 | 114 |
| MN Minnesota | 0 | 16 | 0 | 0 | 141 | 157 |
| MS Mississippi | 0 | 30 | 179 | 0 | 23 | 232 |
| MO Missouri | 2,501 | 2,283 | 5,609 | 488 | 77 | 10,958 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 138 | 0 | 1,443 | 98 | 849 | 2,528 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 0 | 0 |
| NM New Mexico | 1,506 | 0 | 334 | 5 | 258 | 2,103 |
| NY New York | 0 | 0 | 0 | 0 | 150 | 150 |
| NC North Carolina | 601 | 0 | 57 | 0 | 1,200 | 1,858 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 420 | 0 | 0 | 0 | 307 | 727 |
| OK Oklahoma | 60 | 16 | 1,249 | 16 | 50 | 1,391 |
| OR Oregon | 15 | 294 | 91 | 0 | 173 | 573 |
| PA Pennsylvania | 0 | 0 | 958 | 0 | 186 | 1,144 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | (60) | 0 | 31 | 996 | 967 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 182 | 32 | 0 | 0 | 15 | 229 |
| TX Texas | 1,207 | 3,671 | 4,787 | 1,106 | 1,434 | 12,205 |
| UT Utah | 0 | 0 | 165 | 0 | 2 | 167 |
| VT Vermont | 0 | 0 | 0 | 0 | 59 | 59 |
| VA Virginia | 0 | 0 | 13 | 0 | 618 | 631 |
| WA Washington | 0 | 0 | 0 | 0 | 83 | 83 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 168 | 168 |
| WY Wyoming | 29 | 0 | 30 | 0 | 5 | 64 |
| TOTAL U.S.: | 12,357 | 11,821 | 24,090 | 2,372 | 16,535 | 67,175 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 33 | 33 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 96 | 96 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 359 | 359 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 488 | 488 |
| *EXPORT SALES: | 15,546 | (1,391) | 22,511 | 0 | 4,610 | 41,276 |
| **TOTAL AG SALES** | 27,903 | 10,430 | 46,601 | 2,372 | 21,633 | 108,939 |
| NON-AG U.S. | 13,277 | - | - | 985 | 522 | 14,784 |
| Canada | 0 | - | - | 0 | 1 | 1 |
| *Exports | 0 | - | - | 55 | 28 | 83 |
| **TOTAL NON-AG SALES** | 13,277 | - | - | 1,040 | 551 | 14,868 |
| **GRAND TOTAL** | **41,180** | **10,430** | **46,601** | **3,412** | **22,184** | **123,807** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**FEBRUARY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 1,359 | 1,359 |
| Chile | 0 | 0 | 0 | 0 | 964 | 964 |
| Columbia | 2,071 | 0 | 2,087 | 0 | 945 | 5,103 |
| Costa Rica | 0 | 0 | 991 | 0 | 800 | 1,791 |
| Dom. Republic | 0 | 0 | 1,984 | 0 | 0 | 1,984 |
| Ecuador | 3,472 | (1,389) | 2,083 | 0 | 0 | 4,166 |
| Guatemala | 0 | 0 | 470 | 0 | 0 | 470 |
| Honduras | 2,333 | 0 | 0 | 0 | 0 | 2,333 |
| Japan | 2,745 | 0 | 0 | 0 | 0 | 2,745 |
| Mexico | 501 | 0 | 0 | 0 | 234 | 735 |
| Peru | 4,424 | 0 | 0 | 0 | 0 | 4,424 |
| Puerto Rico | 0 | (2) | 0 | 0 | 308 | 306 |
| Switzerland | 0 | 0 | 14,896 | 0 | 0 | 14,896 |
| TOTAL AG: | 15,546 | (1,391) | 22,511 | 0 | 4,610 | 41,276 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 0 | - | - | 55 | 28 | 83 |
| TOTAL NON-AG: | 0 | - | - | 55 | 28 | 83 |
| **TOTAL EXPORTS:** | **15,546** | **(1,391)** | **22,511** | **55** | **4,638** | **41,359** |

POTASH & PHOSPHATE INSTITUTE 5/10/88 A8720-1

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

| AGRICULTURAL STATE | | MAR 1988 | MAR 1987 | JUL-MAR 1987/88 | JUL-MAR 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 5,568 | 8,348 | 47,369 | 42,452 |
| AK | Alaska | 0 | 181 | 251 | 1,156 |
| AZ | Arizona | 145 | 99 | 2,071 | 1,198 |
| AR | Arkansas | 9,562 | 6,658 | 39,590 | 38,044 |
| CA | California | 8,064 | 5,269 | 56,743 | 45,164 |
| CO | Colorado | 1,608 | 902 | 4,759 | 5,247 |
| CT | Connecticut | 250 | 309 | 2,014 | 2,788 |
| DE | Delaware | 1,879 | 1,806 | 13,002 | 17,954 |
| FL | Florida | 15,969 | 19,722 | 101,271 | 112,862 |
| GA | Georgia | 10,394 | 13,739 | 86,680 | 89,987 |
| HI | Hawaii | 24 | 1,282 | 9,749 | 8,102 |
| ID | Idaho | 4,147 | 2,484 | 15,328 | 19,102 |
| IL | Illinois | 33,741 | 87,611 | 526,377 | 563,808 |
| IN | Indiana | 11,133 | 40,459 | 254,898 | 276,622 |
| IA | Iowa | 26,236 | 29,088 | 365,517 | 331,649 |
| KS | Kansas | 6,623 | 3,381 | 36,281 | 18,855 |
| KY | Kentucky | 6,430 | 7,831 | 67,911 | 80,758 |
| LA | Louisiana | 17,759 | 26,786 | 124,692 | 77,825 |
| ME | Maine | 519 | 160 | 4,714 | 3,280 |
| MD | Maryland | 5,289 | 7,853 | 24,010 | 24,420 |
| MA | Massachusetts | 412 | 203 | 2,642 | 2,979 |
| MI | Michigan | 8,957 | 14,795 | 108,953 | 114,544 |
| MN | Minnesota | 17,089 | 14,976 | 236,313 | 219,525 |
| MS | Mississippi | 4,773 | 87 | 30,298 | 12,647 |
| MO | Missouri | 32,464 | 42,958 | 194,857 | 184,819 |
| MT | Montana | 995 | 1,269 | 7,257 | 7,065 |
| NE | Nebraska | 4,078 | 2,439 | 23,934 | 19,353 |
| NV | Nevada | 0 | 0 | 0 | 29 |
| NH | New Hampshire | 198 | 60 | 587 | 438 |
| NJ | New Jersey | 805 | 872 | 3,194 | 4,978 |
| NM | New Mexico | 1,085 | 1,073 | 7,658 | 5,242 |
| NY | New York | 3,086 | 6,868 | 24,093 | 41,824 |
| NC | North Carolina | 24,655 | 14,588 | 73,221 | 66,670 |
| ND | North Dakota | 727 | 321 | 14,409 | 14,706 |
| OH | Ohio | 9,820 | 44,159 | 349,271 | 379,483 |
| OK | Oklahoma | 2,742 | 1,862 | 16,457 | 12,058 |
| OR | Oregon | 5,167 | 4,712 | 22,664 | 21,957 |
| PA | Pennsylvania | 5,163 | 8,503 | 37,830 | 43,058 |
| RI | Rhode Island | 253 | 125 | 813 | 877 |
| SC | South Carolina | 13,934 | 13,542 | 52,539 | 54,886 |
| SD | South Dakota | 817 | 698 | 8,404 | 6,637 |
| TN | Tennessee | 5,773 | 14,600 | 69,132 | 83,367 |
| TX | Texas | 21,034 | 13,652 | 115,828 | 81,304 |
| UT | Utah | 113 | 351 | 5,684 | 2,711 |
| VT | Vermont | 67 | 79 | 1,206 | 1,279 |
| VA | Virginia | 21,072 | 14,647 | 65,145 | 62,059 |
| WA | Washington | 7,495 | 6,888 | 27,246 | 28,899 |
| WV | West Virginia | 362 | 761 | 1,226 | 2,124 |
| WI | Wisconsin | 7,738 | 14,144 | 163,901 | 202,051 |
| WY | Wyoming | 390 | 270 | 1,363 | 938 |
| | TOTAL U.S.: | 366,604 | 503,470 | 3,449,352 | 3,439,780 |
| CANADA | | | | | |
| AB | Alberta | 2,883 | (18,022) | 15,158 | 10,972 |
| BC | Brit. Columbia | 1,839 | (4,224) | 3,891 | 3,927 |
| MB | Manitoba | 837 | 795 | 17,008 | 11,382 |
| NB | New Brunswick | 1,932 | 1,054 | 10,361 | 5,945 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 947 | 720 | 3,330 | 2,394 |
| ON | Ontario | 16,468 | 39,221 | 165,979 | 176,842 |
| PE | Pr.Edward Isle | 318 | 631 | 5,500 | 5,501 |
| PQ | Quebec | 3,074 | 12,512 | 98,656 | 78,898 |
| SK | Saskatchewan | 413 | 1,349 | 14,689 | 9,429 |
| | TOTAL CAN: | 29,711 | 34,036 | 334,572 | 305,290 |
| EXPORT SALES: | | 381,202 | 407,888 | 3,002,255 | 2,656,543 |
| **TOTAL AGRICULTURAL** | | 776,517 | 945,394 | 6,786,179 | 6,401,613 |
| Non-Ag U.S. | | 38,396 | 32,358 | 315,809 | 279,797 |
| | Canada | 2,660 | 1,370 | 19,544 | 12,496 |
| | Exports | 8,479 | 739 | 85,168 | 45,784 |
| **TOTAL NON-AGRICULTURAL** | | 49,535 | 34,467 | 420,521 | 338,077 |
| **GRAND TOTAL** | | **826,052** | **979,861** | **7,206,700** | **6,739,690** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**MARCH 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 2,130 | 1,673 | 1,122 | 121 | 522 | 5,568 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 80 | 0 | 47 | 0 | 18 | 145 |
| AR Arkansas | 0 | 0 | 7,584 | 1,929 | 49 | 9,562 |
| CA California | 3,202 | 2,073 | 2,061 | 214 | 514 | 8,064 |
| CO Colorado | 110 | 0 | 1,229 | 145 | 124 | 1,608 |
| CT Connecticut | 0 | 187 | 0 | 31 | 32 | 250 |
| DE Delaware | 0 | 606 | 1,208 | 0 | 65 | 1,879 |
| FL Florida | 5,314 | 4,206 | 1,665 | 600 | 4,184 | 15,969 |
| GA Georgia | 1,722 | 608 | 3,064 | 1,960 | 3,040 | 10,394 |
| HI Hawaii | 0 | 0 | 0 | 0 | 24 | 24 |
| ID Idaho | 296 | 1,675 | 1,947 | 229 | 0 | 4,147 |
| IL Illinois | 641 | 18,695 | 5,830 | 8,385 | 190 | 33,741 |
| IN Indiana | 976 | 6,148 | 1,925 | 1,902 | 182 | 11,133 |
| IA Iowa | 32 | 16,011 | 5,651 | 4,451 | 91 | 26,236 |
| KS Kansas | 224 | 1,105 | 4,409 | 676 | 209 | 6,623 |
| KY Kentucky | 3 | 5,149 | 793 | 187 | 298 | 6,430 |
| LA Louisiana | 574 | 11,186 | 5,769 | 187 | 43 | 17,759 |
| ME Maine | 0 | 0 | 477 | 0 | 42 | 519 |
| MD Maryland | 0 | 240 | 4,438 | 588 | 23 | 5,289 |
| MA Massachusetts | 0 | 125 | 136 | 93 | 58 | 412 |
| MI Michigan | 1,249 | 4,091 | 3,131 | 111 | 375 | 8,957 |
| MN Minnesota | 184 | 8,083 | 7,267 | 1,417 | 138 | 17,089 |
| MS Mississippi | 0 | 1,853 | 1,912 | 943 | 65 | 4,773 |
| MO Missouri | 3,198 | 3,697 | 22,822 | 2,511 | 236 | 32,464 |
| MT Montana | 14 | 112 | 854 | 15 | 0 | 995 |
| NE Nebraska | 261 | 635 | 1,410 | 995 | 777 | 4,078 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 198 | 0 | 0 | 198 |
| NJ New Jersey | 0 | 249 | 283 | 261 | 12 | 805 |
| NM New Mexico | 123 | 0 | 679 | 0 | 283 | 1,085 |
| NY New York | 63 | 663 | 1,637 | 487 | 236 | 3,086 |
| NC North Carolina | 3,244 | 2,093 | 15,964 | 2,635 | 719 | 24,655 |
| ND North Dakota | 0 | 123 | 582 | 22 | 0 | 727 |
| OH Ohio | 1,416 | 2,542 | 4,650 | 719 | 493 | 9,820 |
| OK Oklahoma | 224 | 192 | 2,139 | 133 | 54 | 2,742 |
| OR Oregon | 61 | 752 | 3,933 | 122 | 299 | 5,167 |
| PA Pennsylvania | 548 | 555 | 2,492 | 1,427 | 141 | 5,163 |
| RI Rhode Island | 0 | 0 | 179 | 0 | 74 | 253 |
| SC South Carolina | 1,037 | 1,644 | 9,913 | 562 | 778 | 13,934 |
| SD South Dakota | 0 | 346 | 428 | 31 | 12 | 817 |
| TN Tennessee | (1,803) | 812 | 5,923 | 814 | 27 | 5,773 |
| TX Texas | 1,470 | 6,582 | 9,740 | 1,621 | 1,621 | 21,034 |
| UT Utah | 4 | 23 | 86 | 0 | 0 | 113 |
| VT Vermont | 0 | 0 | 56 | 0 | 11 | 67 |
| VA Virginia | 368 | 1,224 | 18,249 | 1,128 | 103 | 21,072 |
| WA Washington | 1,780 | 1,697 | 3,360 | 485 | 173 | 7,495 |
| WV West Virginia | 0 | 362 | 0 | 0 | 0 | 362 |
| WI Wisconsin | 203 | 4,327 | 2,225 | 700 | 283 | 7,738 |
| WY Wyoming | 38 | (21) | 327 | 0 | 46 | 390 |
| TOTAL U.S.: | 28,986 | 112,323 | 169,794 | 38,837 | 16,664 | 366,604 |
| CANADA | | | | | | |
| AB Alberta | 73 | 0 | 2,723 | 87 | 0 | 2,883 |
| BC Brit. Columbia | 0 | 0 | 1,752 | 2 | 85 | 1,839 |
| MB Manitoba | 0 | 156 | 657 | 24 | 0 | 837 |
| NB New Brunswick | 0 | 1,132 | 800 | 0 | 0 | 1,932 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 947 | 0 | 0 | 947 |
| ON Ontario | 13 | 13,737 | 1,998 | 126 | 594 | 16,468 |
| PE Pr.Edward Isle | 0 | 0 | 296 | 0 | 22 | 318 |
| PQ Quebec | 22 | 909 | 2,042 | 0 | 101 | 3,074 |
| SK Saskatchewan | 0 | 0 | 413 | 0 | 0 | 413 |
| TOTAL CAN: | 108 | 15,934 | 11,628 | 239 | 802 | 28,711 |
| *EXPORT SALES: | 273,274 | 12,967 | 69,545 | 11,182 | 14,234 | 381,202 |
| **TOTAL AG SALES** | 302,368 | 141,224 | 250,967 | 50,258 | 31,700 | 776,517 |
| NON-AG U.S. | 27,143 | - | - | 10,620 | 633 | 38,396 |
| Canada | 2,298 | - | - | 336 | 26 | 2,660 |
| *Exports | 446 | - | - | 8,033 | 0 | 8,479 |
| **TOTAL NON-AG SALES** | 29,887 | - | - | 18,989 | 659 | 49,535 |
| **GRAND TOTAL** | **332,255** | **141,224** | **250,967** | **69,247** | **32,359** | **826,052** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

MARCH 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | - TOTAL |
|---|---|---|---|---|---|---|
| Bangladesh | 13,889 | 0 | 0 | 0 | 0 | 13,889 |
| Brazil | 17,246 | 0 | 43,679 | 0 | 0 | 60,925 |
| Chile | 14,791 | 0 | 0 | 0 | 0 | 14,791 |
| China | 106,264 | 0 | 0 | 0 | 12,130 | 118,394 |
| Columbia | 1,918 | 0 | 0 | 0 | 719 | 2,637 |
| Dom. Republic | 0 | 0 | 5,773 | 0 | 0 | 5,773 |
| Ecuador | 1,268 | 0 | 0 | 0 | 0 | 1,268 |
| Holland | 0 | 0 | 18,311 | 0 | 0 | 18,311 |
| Japan | 20,065 | 12,967 | 0 | 11,182 | 0 | 44,214 |
| Korea | 22,149 | 0 | 0 | 0 | 0 | 22,149 |
| Malaysia | 21,747 | 0 | 0 | 0 | 0 | 21,747 |
| Mexico | 408 | 0 | 77 | 0 | 852 | 1,337 |
| New Zealand | 10,035 | 0 | 1,705 | 0 | 0 | 11,740 |
| Philippines | 7,395 | 0 | 0 | 0 | 0 | 7,395 |
| South Africa | 0 | 0 | 0 | 0 | 533 | 533 |
| Sri Lanka | 10,756 | 0 | 0 | 0 | 0 | 10,756 |
| Taiwan | 25,343 | 0 | 0 | 0 | 0 | 25,343 |
| TOTAL AG: | 273,274 | 12,967 | 69,545 | 11,182 | 14,234 | 381,202 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 63 | - | - | 0 | 0 | 63 |
| Korea | 0 | - | - | 7,978 | 0 | 7,978 |
| Mexico | 333 | - | - | 55 | 0 | 388 |
| United Kingdom | 50 | - | - | 0 | 0 | 50 |
| TOTAL NON-AG: | 446 | - | - | 8,033 | 0 | 8,479 |
| **TOTAL EXPORTS:** | **273,720** | **12,967** | **69,545** | **19,215** | **14,234** | **389,681** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**MARCH 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 850 | 1,548 | 690 | 106 | 3,194 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 1,314 | 1,821 | 3,135 |
| CA California | 0 | 0 | 433 | 214 | 647 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 187 | 0 | 31 | 218 |
| DE Delaware | 0 | 606 | 1,208 | 0 | 1,814 |
| FL Florida | 5,190 | 4,206 | 1,499 | 600 | 11,495 |
| GA Georgia | 917 | 608 | 2,977 | 1,869 | 6,371 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 240 | 1,026 | 229 | 1,495 |
| IL Illinois | 641 | 18,695 | 5,589 | 8,322 | 33,247 |
| IN Indiana | 544 | 6,148 | 1,823 | 1,902 | 10,417 |
| IA Iowa | 0 | 14,294 | 4,882 | 4,436 | 23,612 |
| KS Kansas | 0 | 224 | 126 | 140 | 490 |
| KY Kentucky | 0 | 5,149 | 793 | 187 | 6,129 |
| LA Louisiana | 0 | 9,970 | 4,311 | 0 | 14,281 |
| ME Maine | 0 | 0 | 477 | 0 | 477 |
| MD Maryland | 0 | 240 | 4,438 | 588 | 5,266 |
| MA Massachusetts | 0 | 125 | 136 | 62 | 323 |
| MI Michigan | 1,249 | 4,091 | 3,116 | 111 | 8,567 |
| MN Minnesota | 152 | 7,871 | 7,158 | 1,384 | 16,565 |
| MS Mississippi | 0 | 1,778 | 1,699 | 943 | 4,420 |
| MO Missouri | 0 | 1,840 | 4,631 | 1,836 | 8,307 |
| MT Montana | 0 | 112 | 839 | 15 | 966 |
| NE Nebraska | 0 | 538 | 320 | 954 | 1,812 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 198 | 0 | 198 |
| NJ New Jersey | 0 | 249 | 283 | 261 | 793 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 63 | 663 | 1,637 | 487 | 2,850 |
| NC North Carolina | 2,400 | 2,093 | 15,852 | 2,635 | 22,980 |
| ND North Dakota | 0 | 123 | 582 | 22 | 727 |
| OH Ohio | 937 | 2,542 | 4,650 | 719 | 8,848 |
| OK Oklahoma | 0 | 0 | 123 | 99 | 222 |
| OR Oregon | 0 | 371 | 2,632 | 122 | 3,125 |
| PA Pennsylvania | 486 | 555 | 2,325 | 1,427 | 4,793 |
| RI Rhode Island | 0 | 0 | 179 | 0 | 179 |
| SC South Carolina | 1,037 | 1,644 | 9,913 | 562 | 13,156 |
| SD South Dakota | 0 | 346 | 428 | 31 | 805 |
| TN Tennessee | (1,923) | 812 | 5,923 | 801 | 5,613 |
| TX Texas | 0 | 0 | 16 | 81 | 97 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 56 | 0 | 56 |
| VA Virginia | 368 | 1,224 | 18,249 | 1,128 | 20,969 |
| WA Washington | 1,780 | 1,648 | 3,345 | 485 | 7,258 |
| WV West Virginia | 0 | 362 | 0 | 0 | 362 |
| WI Wisconsin | 203 | 4,327 | 2,225 | 700 | 7,455 |
| WY Wyoming | 0 | (21) | 160 | 0 | 139 |
| TOTAL U.S.: | 14,894 | 95,408 | 118,261 | 35,310 | 263,873 |
| CANADA | | | | | |
| AB Alberta | 73 | 0 | 2,723 | 87 | 2,883 |
| BC Brit. Columbia | 0 | 0 | 1,752 | 2 | 1,754 |
| MB Manitoba | 0 | 156 | 657 | 24 | 837 |
| NB New Brunswick | 0 | 1,132 | 800 | 0 | 1,932 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 947 | 0 | 947 |
| ON Ontario | 13 | 13,737 | 1,998 | 126 | 15,874 |
| PE Pr.Edward Isle | 0 | 0 | 296 | 0 | 296 |
| PQ Quebec | 22 | 909 | 2,042 | 0 | 2,973 |
| SK Saskatchewan | 0 | 0 | 413 | 0 | 413 |
| TOTAL CAN: | 108 | 15,934 | 11,628 | 239 | 27,909 |
| *EXPORT SALES: | 260,184 | 12,967 | 43,828 | 11,182 | 328,161 |
| **TOTAL AG SALES** | 275,186 | 124,309 | 173,717 | 46,731 | 619,943 |
| NON-AG U.S. | 13,507 | - | - | 9,444 | 22,951 |
| Canada | 2,298 | - | - | 336 | 2,634 |
| *Exports | 113 | - | - | 7,978 | 8,091 |
| **TOTAL NON-AG SALES** | 15,918 | - | - | 17,758 | 33,676 |
| **GRAND TOTAL** | **291,104** | **124,309** | **173,717** | **64,489** | **653,619** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Bangladesh | 13,889 | 0 | 0 | 0 | 13,889 |
| Brazil | 7,761 | 0 | 23,812 | 0 | 31,573 |
| Chile | 14,791 | 0 | 0 | 0 | 14,791 |
| China | 106,264 | 0 | 0 | 0 | 106,264 |
| Holland | 0 | 0 | 18,311 | 0 | 18,311 |
| Japan | 20,065 | 12,967 | 0 | 11,182 | 44,214 |
| Korea | 22,149 | 0 | 0 | 0 | 22,149 |
| Malaysia | 21,747 | 0 | 0 | 0 | 21,747 |
| New Zealand | 10,024 | 0 | 1,705 | 0 | 11,729 |
| Philippines | 7,395 | 0 | 0 | 0 | 7,395 |
| Sri Lanka | 10,756 | 0 | 0 | 0 | 10,756 |
| Taiwan | 25,343 | 0 | 0 | 0 | 25,343 |
| TOTAL AG: | 260,184 | 12,967 | 43,828 | 11,182 | 328,161 |
| NON-AGRICULTURAL | | | | | |
| Japan | 63 | - | - | 0 | 63 |
| Korea | 0 | - | - | 7,978 | 7,978 |
| United Kingdom | 50 | - | - | 0 | 50 |
| TOTAL NON-AG: | 113 | - | - | 7,978 | 8,091 |
| **TOTAL EXPORTS:** | **260,297** | **12,967** | **43,828** | **19,160** | **336,252** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**MARCH 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,280 | 125 | 432 | 15 | 522 | 2,374 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 80 | 0 | 47 | 0 | 18 | 145 |
| AR Arkansas | 0 | 0 | 6,270 | 108 | 49 | 6,427 |
| CA California | 3,202 | 2,073 | 1,628 | 0 | 514 | 7,417 |
| CO Colorado | 110 | 0 | 1,229 | 145 | 124 | 1,608 |
| CT Connecticut | 0 | 0 | 0 | 0 | 32 | 32 |
| DE Delaware | 0 | 0 | 0 | 0 | 65 | 65 |
| FL Florida | 124 | 0 | 166 | 0 | 4,184 | 4,474 |
| GA Georgia | 805 | 0 | 87 | 91 | 3,040 | 4,023 |
| HI Hawaii | 0 | 0 | 0 | 0 | 24 | 24 |
| ID Idaho | 296 | 1,435 | 921 | 0 | 0 | 2,652 |
| IL Illinois | 0 | 0 | 241 | 63 | 190 | 494 |
| IN Indiana | 432 | 0 | 102 | 0 | 182 | 716 |
| IA Iowa | 32 | 1,717 | 769 | 15 | 91 | 2,624 |
| KS Kansas | 224 | 881 | 4,283 | 536 | 209 | 6,133 |
| KY Kentucky | 3 | 0 | 0 | 0 | 298 | 301 |
| LA Louisiana | 574 | 1,216 | 1,458 | 187 | 43 | 3,478 |
| ME Maine | 0 | 0 | 0 | 0 | 42 | 42 |
| MD Maryland | 0 | 0 | 0 | 0 | 23 | 23 |
| MA Massachusetts | 0 | 0 | 0 | 31 | 58 | 89 |
| MI Michigan | 0 | 0 | 15 | 0 | 375 | 390 |
| MN Minnesota | 32 | 212 | 109 | 33 | 138 | 524 |
| MS Mississippi | 0 | 75 | 213 | 0 | 65 | 353 |
| MO Missouri | 3,198 | 1,857 | 18,191 | 675 | 236 | 24,157 |
| MT Montana | 14 | 0 | 15 | 0 | 0 | 29 |
| NE Nebraska | 261 | 97 | 1,090 | 41 | 777 | 2,266 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 12 | 12 |
| NM New Mexico | 123 | 0 | 679 | 0 | 283 | 1,085 |
| NY New York | 0 | 0 | 0 | 0 | 236 | 236 |
| NC North Carolina | 844 | 0 | 112 | 0 | 719 | 1,675 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 479 | 0 | 0 | 0 | 493 | 972 |
| OK Oklahoma | 224 | 192 | 2,016 | 34 | 54 | 2,520 |
| OR Oregon | 61 | 381 | 1,301 | 0 | 299 | 2,042 |
| PA Pennsylvania | 62 | 0 | 167 | 0 | 141 | 370 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 74 | 74 |
| SC South Carolina | 0 | 0 | 0 | 0 | 778 | 778 |
| SD South Dakota | 0 | 0 | 0 | 0 | 12 | 12 |
| TN Tennessee | 120 | 0 | 0 | 13 | 27 | 160 |
| TX Texas | 1,470 | 6,582 | 9,724 | 1,540 | 1,621 | 20,937 |
| UT Utah | 4 | 23 | 86 | 0 | 0 | 113 |
| VT Vermont | 0 | 0 | 0 | 0 | 11 | 11 |
| VA Virginia | 0 | 0 | 0 | 0 | 103 | 103 |
| WA Washington | 0 | 49 | 15 | 0 | 173 | 237 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 283 | 283 |
| WY Wyoming | 38 | 0 | 167 | 0 | 46 | 251 |
| TOTAL U.S.: | 14,092 | 16,915 | 51,533 | 3,527 | 16,664 | 102,731 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 85 | 85 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 594 | 594 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 22 | 22 |
| PQ Quebec | 0 | 0 | 0 | 0 | 101 | 101 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 802 | 802 |
| *EXPORT SALES: | 13,090 | 0 | 25,717 | 0 | 14,234 | 53,041 |
| **TOTAL AG SALES** | 27,182 | 16,915 | 77,250 | 3,527 | 31,700 | 156,574 |
| NON-AG U.S. | 13,636 | - | - | 1,176 | 633 | 15,445 |
| Canada | 0 | - | - | 0 | 26 | 26 |
| *Exports | 333 | - | - | 55 | 0 | 388 |
| **TOTAL NON-AG SALES** | 13,969 | - | - | 1,231 | 659 | 15,859 |
| **GRAND TOTAL** | **41,151** | **16,915** | **77,250** | **4,758** | **32,359** | **172,433** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**MARCH 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 9,485 | 0 | 19,867 | 0 | 0 | 29,352 |
| China | 0 | 0 | 0 | 0 | 12,130 | 12,130 |
| Columbia | 1,918 | 0 | 0 | 0 | 719 | 2,637 |
| Dom. Republic | 0 | 0 | 5,773 | 0 | 0 | 5,773 |
| Ecuador | 1,268 | 0 | 0 | 0 | 0 | 1,268 |
| Mexico | 408 | 0 | 77 | 0 | 852 | 1,337 |
| New Zealand | 11 | 0 | 0 | 0 | 0 | 11 |
| South Africa | 0 | 0 | 0 | 0 | 533 | 533 |
| TOTAL AG: | 13,090 | 0 | 25,717 | 0 | 14,234 | 53,041 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 333 | - | - | 55 | 0 | 388 |
| TOTAL NON-AG: | 333 | - | - | 55 | 0 | 388 |
| **TOTAL EXPORTS:** | **13,423** | **0** | **25,717** | **55** | **14,234** | **53,429** |

6/20/88

A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | APR 1988 | APR 1987 | JUL-APR 1987/88 | JUL-APR 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 10,998 | 11,874 | 58,367 | 54,326 |
| AK | Alaska | 0 | 560 | 251 | 1,716 |
| AZ | Arizona | 142 | 203 | 2,213 | 1,401 |
| AR | Arkansas | 7,083 | 7,965 | 46,673 | 46,009 |
| CA | California | 7,141 | 10,452 | 63,884 | 55,616 |
| CO | Colorado | 1,776 | 1,903 | 6,535 | 7,150 |
| CT | Connecticut | 626 | 447 | 2,640 | 3,235 |
| DE | Delaware | 1,607 | 2,184 | 14,609 | 20,138 |
| FL | Florida | 7,449 | 13,042 | 108,720 | 125,904 |
| GA | Georgia | 17,532 | 12,182 | 104,212 | 102,169 |
| HI | Hawaii | 0 | 2,791 | 9,749 | 10,893 |
| ID | Idaho | 5,101 | 5,232 | 20,429 | 24,334 |
| IL | Illinois | 77,130 | 62,940 | 603,507 | 626,748 |
| IN | Indiana | 35,070 | 45,291 | 289,968 | 321,913 |
| IA | Iowa | 58,196 | 74,268 | 423,713 | 405,917 |
| KS | Kansas | 6,169 | 7,887 | 42,450 | 26,742 |
| KY | Kentucky | 7,005 | 12,150 | 74,916 | 92,908 |
| LA | Louisiana | 21,602 | 18,116 | 146,294 | 95,941 |
| ME | Maine | 376 | 2,330 | 5,090 | 5,610 |
| MD | Maryland | 1,077 | 1,918 | 25,087 | 26,338 |
| MA | Massachusetts | 391 | 172 | 3,033 | 3,151 |
| MI | Michigan | 18,973 | 32,879 | 127,926 | 147,423 |
| MN | Minnesota | 71,278 | 71,703 | 307,591 | 291,228 |
| MS | Mississippi | 5,083 | 5,751 | 35,381 | 18,398 |
| MO | Missouri | 38,527 | 55,038 | 233,384 | 239,857 |
| MT | Montana | 2,810 | 3,337 | 10,067 | 10,402 |
| NE | Nebraska | 5,189 | 5,437 | 29,123 | 24,790 |
| NV | Nevada | 0 | 13 | 0 | 42 |
| NH | New Hampshire | 1,934 | 149 | 2,521 | 587 |
| NJ | New Jersey | 837 | 891 | 4,031 | 5,869 |
| NM | New Mexico | 1,467 | 490 | 9,125 | 5,732 |
| NY | New York | 13,274 | 9,193 | 37,367 | 51,017 |
| NC | North Carolina | 7,935 | 12,941 | 81,156 | 79,611 |
| ND | North Dakota | 7,619 | 6,687 | 22,028 | 21,393 |
| OH | Ohio | 19,462 | 34,201 | 368,733 | 413,684 |
| OK | Oklahoma | 4,364 | 4,677 | 20,821 | 16,735 |
| OR | Oregon | 2,799 | 3,888 | 25,463 | 25,845 |
| PA | Pennsylvania | 6,609 | 8,452 | 44,439 | 51,510 |
| RI | Rhode Island | 420 | 317 | 1,233 | 1,194 |
| SC | South Carolina | 9,159 | 6,124 | 61,698 | 61,010 |
| SD | South Dakota | 3,438 | 4,088 | 11,842 | 10,725 |
| TN | Tennessee | 12,552 | 13,356 | 81,684 | 96,723 |
| TX | Texas | 32,821 | 28,361 | 148,649 | 109,665 |
| UT | Utah | 102 | 1,544 | 5,786 | 4,255 |
| VT | Vermont | 242 | 560 | 1,448 | 1,839 |
| VA | Virginia | 12,365 | 19,692 | 77,510 | 81,751 |
| WA | Washington | 6,944 | 8,659 | 34,190 | 37,558 |
| WV | West Virginia | 486 | 624 | 1,712 | 2,748 |
| WI | Wisconsin | 41,514 | 40,557 | 205,415 | 242,608 |
| WY | Wyoming | 353 | 477 | 1,716 | 1,415 |
| | TOTAL U.S.: | 595,027 | 673,993 | 4,044,379 | 4,113,773 |
| CANADA | | | | | |
| AB | Alberta | 5,986 | 5,594 | 21,144 | 16,566 |
| BC | Brit. Columbia | 2,184 | 2,426 | 6,075 | 6,353 |
| MB | Manitoba | 4,100 | 5,154 | 21,108 | 16,536 |
| NB | New Brunswick | 2,354 | 3,802 | 12,715 | 9,747 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 1,118 | 1,800 | 4,448 | 4,194 |
| ON | Ontario | 25,321 | 6,724 | 191,300 | 183,566 |
| PE | Pr.Edward Isle | 544 | 742 | 6,044 | 6,243 |
| PQ | Quebec | 11,984 | 16,868 | 110,640 | 95,766 |
| SK | Saskatchewan | 1,428 | 15,313 | 16,117 | 24,742 |
| | TOTAL CAN: | 55,019 | 58,423 | 389,591 | 363,713 |
| EXPORT SALES: | | 362,372 | 387,661 | 3,364,627 | 3,044,204 |
| **TOTAL AGRICULTURAL** | | 1,012,418 | 1,120,077 | 7,798,597 | 7,521,690 |
| Non-Ag U.S. | | 36,782 | 33,697 | 352,591 | 313,494 |
| | Canada | 1,607 | 1,610 | 21,151 | 14,106 |
| | Exports | 15,892 | 18,381 | 101,060 | 64,165 |
| **TOTAL NON-AGRICULTURAL** | | 54,281 | 53,688 | 474,802 | 391,765 |
| **GRAND TOTAL** | | **1,066,699** | **1,173,765** | **8,273,399** | **7,913,455** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**APRIL 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 2,012 | 4,630 | 3,556 | 316 | 484 | 10,998 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 44 | 0 | 15 | 63 | 20 | 142 |
| AR Arkansas | 47 | 62 | 5,502 | 1,443 | 29 | 7,083 |
| CA California | 3,351 | 681 | 2,166 | 13 | 930 | 7,141 |
| CO Colorado | 306 | 32 | 1,202 | 98 | 138 | 1,776 |
| CT Connecticut | 0 | 278 | 268 | 0 | 80 | 626 |
| DE Delaware | 0 | 0 | 1,519 | 42 | 46 | 1,607 |
| FL Florida | 2,436 | 1,633 | 971 | 588 | 1,821 | 7,449 |
| GA Georgia | 1,752 | 1,220 | 10,013 | 2,439 | 2,108 | 17,532 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 431 | 1,731 | 2,871 | 61 | 7 | 5,101 |
| IL Illinois | 436 | 61,614 | 5,926 | 8,908 | 246 | 77,130 |
| IN Indiana | 520 | 25,259 | 4,316 | 4,736 | 239 | 35,070 |
| IA Iowa | 127 | 30,715 | 8,654 | 18,628 | 72 | 58,196 |
| KS Kansas | 326 | 768 | 4,229 | 745 | 101 | 6,169 |
| KY Kentucky | 0 | 6,289 | 668 | 0 | 48 | 7,005 |
| LA Louisiana | 2,579 | 10,262 | 7,810 | 924 | 27 | 21,602 |
| ME Maine | 0 | 0 | 376 | 0 | 0 | 376 |
| MD Maryland | 0 | 121 | 482 | 384 | 90 | 1,077 |
| MA Massachusetts | 0 | 62 | 303 | 0 | 26 | 391 |
| MI Michigan | 14 | 10,978 | 7,430 | 95 | 456 | 18,973 |
| MN Minnesota | 108 | 23,289 | 40,948 | 6,543 | 390 | 71,278 |
| MS Mississippi | 0 | 2,003 | 1,118 | 1,888 | 74 | 5,083 |
| MO Missouri | 2,952 | 1,711 | 25,427 | 8,306 | 131 | 38,527 |
| MT Montana | 0 | 307 | 2,414 | 89 | 0 | 2,810 |
| NE Nebraska | 331 | 467 | 1,998 | 1,414 | 979 | 5,189 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 1,934 | 0 | 0 | 1,934 |
| NJ New Jersey | 0 | 185 | 502 | 127 | 23 | 837 |
| NM New Mexico | 0 | 16 | 1,186 | 0 | 265 | 1,467 |
| NY New York | 0 | 9,282 | 3,119 | 565 | 308 | 13,274 |
| NC North Carolina | 180 | 2,388 | 2,871 | 1,588 | 908 | 7,935 |
| ND North Dakota | 0 | 2,013 | 5,537 | 64 | 5 | 7,619 |
| OH Ohio | 1,827 | 10,112 | 4,969 | 1,843 | 711 | 19,462 |
| OK Oklahoma | 119 | 297 | 3,361 | 535 | 52 | 4,364 |
| OR Oregon | 137 | 345 | 2,101 | 79 | 137 | 2,799 |
| PA Pennsylvania | 484 | 724 | 4,344 | 851 | 206 | 6,609 |
| RI Rhode Island | 0 | 0 | 358 | 62 | 0 | 420 |
| SC South Carolina | 364 | 912 | 6,662 | 434 | 787 | 9,159 |
| SD South Dakota | 0 | 852 | 1,819 | 767 | 0 | 3,438 |
| TN Tennessee | 256 | 4,637 | 7,382 | 199 | 78 | 12,552 |
| TX Texas | 1,310 | 7,837 | 20,525 | 1,978 | 1,171 | 32,821 |
| UT Utah | 0 | 0 | 102 | 0 | 0 | 102 |
| VT Vermont | 0 | 0 | 122 | 63 | 57 | 242 |
| VA Virginia | 1,613 | 433 | 7,878 | 1,855 | 586 | 12,365 |
| WA Washington | 429 | 2,133 | 3,378 | 712 | 292 | 6,944 |
| WV West Virginia | 0 | 486 | 0 | 0 | 0 | 486 |
| WI Wisconsin | 2,134 | 26,254 | 10,240 | 2,382 | 504 | 41,514 |
| WY Wyoming | 0 | 0 | 305 | 0 | 48 | 353 |
| TOTAL U.S.: | 26,625 | 253,018 | 228,877 | 71,827 | 14,680 | 595,027 |
| CANADA | | | | | | |
| AB Alberta | 21 | 25 | 5,423 | 517 | 0 | 5,986 |
| BC Brit. Columbia | 0 | 82 | 1,990 | 13 | 99 | 2,184 |
| MB Manitoba | 0 | 654 | 2,847 | 599 | 0 | 4,100 |
| NB New Brunswick | 0 | 1,388 | 966 | 0 | 0 | 2,354 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 1,118 | 0 | 0 | 1,118 |
| ON Ontario | 0 | 15,094 | 9,209 | 725 | 293 | 25,321 |
| PE Pr.Edward Isle | 0 | 0 | 544 | 0 | 0 | 544 |
| PQ Quebec | 30 | 2,845 | 8,092 | 0 | 1,017 | 11,984 |
| SK Saskatchewan | 3 | 15 | 1,362 | 48 | 0 | 1,428 |
| TOTAL CAN: | 54 | 20,103 | 31,551 | 1,902 | 1,409 | 55,019 |
| *EXPORT SALES: | 298,625 | 5,987 | 34,458 | 13,828 | 9,474 | 362,372 |
| **TOTAL AG SALES** | 325,304 | 279,108 | 294,886 | 87,557 | 25,563 | 1,012,418 |
| NON-AG U.S. | 25,781 | - | - | 10,410 | 591 | 36,782 |
| Canada | 1,524 | - | - | 60 | 23 | 1,607 |
| *Exports | 1,010 | - | - | 14,825 | 57 | 15,892 |
| **TOTAL NON-AG SALES** | 28,315 | - | - | 25,295 | 671 | 54,281 |
| **GRAND TOTAL** | **353,619** | **279,108** | **294,886** | **112,852** | **26,234** | **1,066,699** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

APRIL 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 3,516 | 3,548 | 8,307 | 0 | 0 | 15,371 |
| Brazil | 10,200 | 0 | 15,225 | 0 | 0 | 25,425 |
| Chile | 0 | 0 | 0 | 0 | 2,982 | 2,982 |
| China | 139,008 | 0 | 0 | 0 | 0 | 139,008 |
| Columbia | 0 | 0 | (119) | 0 | (22) | (141) |
| Costa Rica | 6,002 | 0 | 1,041 | 0 | 356 | 7,399 |
| Denmark | 7,066 | 0 | 0 | 0 | 0 | 7,066 |
| [illegible]uador | 5,152 | 0 | 0 | 0 | 0 | 5,152 |
| [illegible]ador | 661 | 0 | 0 | 0 | 971 | 1,632 |
| [illegible] | 3,935 | 0 | 0 | 0 | 0 | 3,935 |
| [illegible]as | 1,851 | 0 | 0 | 0 | 0 | 1,851 |
| India | 160 | 0 | 0 | 0 | 0 | 160 |
| Indonesia | 12,661 | 0 | 0 | 0 | 0 | 12,661 |
| Jamaica | 0 | 0 | 2,300 | 0 | 0 | 2,300 |
| Japan | 7,597 | 2,439 | 7,690 | 10,254 | 4,170 | 32,150 |
| Korea | 27,014 | 0 | 0 | 0 | 0 | 27,014 |
| Malaysia | 47,315 | 0 | 0 | 0 | 0 | 47,315 |
| Mexico | 448 | 0 | 14 | 0 | 1,006 | 1,468 |
| New Zealand | 0 | 0 | 0 | 0 | 11 | 11 |
| Switzerland | 12,131 | 0 | 0 | 0 | 0 | 12,131 |
| Taiwan | 0 | 0 | 0 | 3,574 | 0 | 3,574 |
| Venezuela | 13,908 | 0 | 0 | 0 | 0 | 13,908 |
| TOTAL AG: | 298,625 | 5,987 | 34,458 | 13,828 | 9,474 | 362,372 |
| NON-AGRICULTURAL | | | | | | |
| Italy | 0 | - | - | 9,715 | 0 | 9,715 |
| Japan | 364 | - | - | 5,110 | 0 | 5,474 |
| Mexico | 407 | - | - | 0 | 57 | 464 |
| Pakistan | 12 | - | - | 0 | 0 | 12 |
| Puerto Rico | 3 | - | - | 0 | 0 | 3 |
| Sweden | 174 | - | - | 0 | 0 | 174 |
| United Kingdom | 50 | - | - | 0 | 0 | 50 |
| TOTAL NON-AG: | 1,010 | - | - | 14,825 | 57 | 15,892 |
| TOTAL EXPORTS | 299,635 | 5,987 | 34,458 | 28,653 | 9,531 | 378,264 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**APRIL 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 911 | 4,319 | 2,265 | 316 | 7,811 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 70 | 485 | 555 |
| CA California | 0 | 0 | 40 | 13 | 53 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 278 | 268 | 0 | 546 |
| DE Delaware | 0 | 0 | 1,519 | 42 | 1,561 |
| FL Florida | 2,311 | 1,633 | 913 | 588 | 5,445 |
| GA Georgia | 1,752 | 1,220 | 10,013 | 2,426 | 15,411 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 255 | 1,485 | 61 | 1,801 |
| IL Illinois | 436 | 61,614 | 5,625 | 8,845 | 76,520 |
| IN Indiana | 147 | 25,259 | 3,412 | 4,736 | 33,554 |
| IA Iowa | 0 | 30,038 | 8,264 | 18,597 | 56,899 |
| KS Kansas | 0 | 0 | 102 | 156 | 258 |
| KY Kentucky | 0 | 6,289 | 668 | 0 | 6,957 |
| LA Louisiana | 1,816 | 8,951 | 3,623 | 111 | 14,501 |
| ME Maine | 0 | 0 | 376 | 0 | 376 |
| MD Maryland | 0 | 121 | 482 | 384 | 987 |
| MA Massachusetts | 0 | 62 | 303 | 0 | 365 |
| MI Michigan | 14 | 10,963 | 7,430 | 95 | 18,502 |
| MN Minnesota | 92 | 23,111 | 40,738 | 6,428 | 70,369 |
| MS Mississippi | 0 | 1,835 | 922 | 1,888 | 4,645 |
| MO Missouri | 0 | 151 | 9,570 | 5,487 | 15,208 |
| MT Montana | 0 | 307 | 2,414 | 89 | 2,810 |
| NE Nebraska | 0 | 420 | 802 | 1,277 | 2,499 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 1,934 | 0 | 1,934 |
| NJ New Jersey | 0 | 185 | 502 | 127 | 814 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 9,282 | 3,119 | 565 | 12,966 |
| NC North Carolina | 0 | 2,388 | 2,843 | 1,588 | 6,819 |
| ND North Dakota | 0 | 2,013 | 5,537 | 64 | 7,614 |
| OH Ohio | 1,767 | 10,112 | 3,168 | 1,843 | 16,890 |
| OK Oklahoma | 0 | 0 | 167 | 435 | 602 |
| OR Oregon | 0 | 304 | 1,049 | 79 | 1,432 |
| PA Pennsylvania | 484 | 724 | 4,286 | 851 | 6,345 |
| RI Rhode Island | 0 | 0 | 358 | 62 | 420 |
| SC South Carolina | 364 | 912 | 6,662 | 434 | 8,372 |
| SD South Dakota | 0 | 852 | 1,819 | 767 | 3,438 |
| TN Tennessee | 0 | 4,637 | 7,382 | 186 | 12,205 |
| TX Texas | 0 | 0 | 77 | 0 | 77 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 122 | 63 | 185 |
| VA Virginia | 1,613 | 433 | 7,809 | 1,855 | 11,710 |
| WA Washington | 429 | 2,133 | 3,334 | 712 | 6,608 |
| WV West Virginia | 0 | 486 | 0 | 0 | 486 |
| WI Wisconsin | 2,134 | 26,254 | 10,224 | 2,382 | 40,994 |
| WY Wyoming | 0 | 0 | 35 | 0 | 35 |
| TOTAL U.S.: | 14,270 | 237,541 | 161,731 | 64,037 | 477,579 |
| CANADA | | | | | |
| AB Alberta | 21 | 25 | 5,423 | 517 | 5,986 |
| BC Brit. Columbia | 0 | 82 | 1,990 | 13 | 2,085 |
| MB Manitoba | 0 | 654 | 2,847 | 599 | 4,100 |
| NB New Brunswick | 0 | 1,388 | 966 | 0 | 2,354 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 1,118 | 0 | 1,118 |
| ON Ontario | 0 | 15,094 | 9,092 | 725 | 24,911 |
| PE Pr.Edward Isle | 0 | 0 | 544 | 0 | 544 |
| PQ Quebec | 30 | 2,845 | 8,092 | 0 | 10,967 |
| SK Saskatchewan | 3 | 15 | 1,362 | 48 | 1,428 |
| TOTAL CAN: | 54 | 20,103 | 31,434 | 1,902 | 53,493 |
| *EXPORT SALES: | 283,141 | 5,575 | 27,223 | 13,828 | 329,767 |
| **TOTAL AG SALES** | 297,465 | 263,219 | 220,388 | 79,767 | 860,839 |
| NON-AG U.S. | 15,271 | - | - | 9,096 | 24,367 |
| Canada | 1,524 | - | - | 60 | 1,584 |
| *Exports | 413 | - | - | 14,825 | 15,238 |
| **TOTAL NON-AG SALES** | 17,208 | - | - | 23,981 | 41,189 |
| **GRAND TOTAL** | **314,673** | **263,219** | **220,388** | **103,748** | **902,028** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**APRIL 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 3,516 | 3,548 | 8,307 | 0 | 15,371 |
| Brazil | 5,359 | 0 | 8,926 | 0 | 14,285 |
| China | 139,008 | 0 | 0 | 0 | 139,008 |
| Costa Rica | 6,002 | 0 | 0 | 0 | 6,002 |
| Denmark | 7,066 | 0 | 0 | 0 | 7,066 |
| Guatemala | 3,935 | 0 | 0 | 0 | 3,935 |
| [illegible]a | 160 | 0 | 0 | 0 | 160 |
| [illegible]esia | 12,661 | 0 | 0 | 0 | 12,661 |
| [illegible]ca | 0 | 0 | 2,300 | 0 | 2,300 |
| Japan | 5,066 | 2,027 | 7,690 | 10,254 | 25,037 |
| Korea | 27,014 | 0 | 0 | 0 | 27,014 |
| Malaysia | 47,315 | 0 | 0 | 0 | 47,315 |
| Switzerland | 12,131 | 0 | 0 | 0 | 12,131 |
| Taiwan | 0 | 0 | 0 | 3,574 | 3,574 |
| Venezuela | 13,908 | 0 | 0 | 0 | 13,908 |
| TOTAL AG: | 283,141 | 5,575 | 27,223 | 13,828 | 329,767 |
| | | | | | |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 9,715 | 9,715 |
| Japan | 351 | - | - | 5,110 | 5,461 |
| Pakistan | 12 | - | - | 0 | 12 |
| United Kingdom | 50 | - | - | 0 | 50 |
| TOTAL NON-AG: | 413 | - | - | 14,825 | 15,238 |
| | | | | | |
| **TOTAL EXPORTS** | **283,554** | **5,575** | **27,223** | **28,653** | **345,005** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**APRIL 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,101 | 311 | 1,291 | 0 | 484 | 3,187 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 44 | 0 | 15 | 63 | 20 | 142 |
| AR Arkansas | 47 | 62 | 5,432 | 958 | 29 | 6,528 |
| CA California | 3,351 | 681 | 2,126 | 0 | 930 | 7,088 |
| CO Colorado | 306 | 32 | 1,202 | 98 | 138 | 1,776 |
| CT Connecticut | 0 | 0 | 0 | 0 | 80 | 80 |
| DE Delaware | 0 | 0 | 0 | 0 | 46 | 46 |
| FL Florida | 125 | 0 | 58 | 0 | 1,821 | 2,004 |
| GA Georgia | 0 | 0 | 0 | 13 | 2,108 | 2,121 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 431 | 1,476 | 1,386 | 0 | 7 | 3,300 |
| IL Illinois | 0 | 0 | 301 | 63 | 246 | 610 |
| IN Indiana | 373 | 0 | 904 | 0 | 239 | 1,516 |
| IA Iowa | 127 | 677 | 390 | 31 | 72 | 1,297 |
| KS Kansas | 326 | 768 | 4,127 | 589 | 101 | 5,911 |
| KY Kentucky | 0 | 0 | 0 | 0 | 48 | 48 |
| LA Louisiana | 763 | 1,311 | 4,187 | 813 | 27 | 7,101 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 90 | 90 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 26 | 26 |
| MI Michigan | 0 | 15 | 0 | 0 | 456 | 471 |
| MN Minnesota | 16 | 178 | 210 | 115 | 390 | 909 |
| MS Mississippi | 0 | 168 | 196 | 0 | 74 | 438 |
| MO Missouri | 2,952 | 1,560 | 15,857 | 2,819 | 131 | 23,319 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 331 | 47 | 1,196 | 137 | 979 | 2,690 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 23 | 23 |
| NM New Mexico | 0 | 16 | 1,186 | 0 | 265 | 1,467 |
| NY New York | 0 | 0 | 0 | 0 | 308 | 308 |
| NC North Carolina | 180 | 0 | 28 | 0 | 908 | 1,116 |
| ND North Dakota | 0 | 0 | 0 | 0 | 5 | 5 |
| OH Ohio | 60 | 0 | 1,801 | 0 | 711 | 2,572 |
| OK Oklahoma | 119 | 297 | 3,194 | 100 | 52 | 3,762 |
| OR Oregon | 137 | 41 | 1,052 | 0 | 137 | 1,367 |
| PA Pennsylvania | 0 | 0 | 58 | 0 | 206 | 264 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 787 | 787 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 256 | 0 | 0 | 13 | 78 | 347 |
| TX Texas | 1,310 | 7,837 | 20,448 | 1,978 | 1,171 | 32,744 |
| UT Utah | 0 | 0 | 102 | 0 | 0 | 102 |
| VT Vermont | 0 | 0 | 0 | 0 | 57 | 57 |
| VA Virginia | 0 | 0 | 69 | 0 | 586 | 655 |
| WA Washington | 0 | 0 | 44 | 0 | 292 | 336 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 16 | 0 | 504 | 520 |
| WY Wyoming | 0 | 0 | 270 | 0 | 48 | 318 |
| TOTAL U.S.: | 12,355 | 15,477 | 67,146 | 7,790 | 14,680 | 117,448 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 99 | 99 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 117 | 0 | 293 | 410 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 1,017 | 1,017 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 117 | 0 | 1,409 | 1,526 |
| *EXPORT SALES: | 15,484 | 412 | 7,235 | 0 | 9,474 | 32,605 |
| **TOTAL AG SALES** | 27,839 | 15,889 | 74,498 | 7,790 | 25,563 | 151,579 |
| NON-AG U.S. | 10,510 | - | - | 1,314 | 591 | 12,415 |
| Canada | 0 | - | - | 0 | 23 | 23 |
| *Exports | 597 | - | - | 0 | 57 | 654 |
| **TOTAL NON-AG SALES** | 11,107 | - | - | 1,314 | 671 | 13,092 |
| **GRAND TOTAL** | **38,946** | **15,889** | **74,498** | **9,104** | **26,234** | **164,671** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**APRIL 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 4,841 | 0 | 6,299 | 0 | 0 | 11,140 |
| Chile | 0 | 0 | 0 | 0 | 2,982 | 2,982 |
| Columbia | 0 | 0 | (119) | 0 | (22) | (141) |
| Costa Rica | 0 | 0 | 1,041 | 0 | 356 | 1,397 |
| Ecuador | 5,152 | 0 | 0 | 0 | 0 | 5,152 |
| El Salvador | 661 | 0 | 0 | 0 | 971 | 1,632 |
| Honduras | 1,851 | 0 | 0 | 0 | 0 | 1,851 |
| Japan | 2,531 | 412 | 0 | 0 | 4,170 | 7,113 |
| Mexico | 448 | 0 | 14 | 0 | 1,006 | 1,468 |
| New Zealand | 0 | 0 | 0 | 0 | 11 | 11 |
| TOTAL AG: | 15,484 | 412 | 7,235 | 0 | 9,474 | 32,605 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 13 | - | - | 0 | 0 | 13 |
| Mexico | 407 | - | - | 0 | 57 | 464 |
| Puerto Rico | 3 | - | - | 0 | 0 | 3 |
| Sweden | 174 | - | - | 0 | 0 | 174 |
| TOTAL NON-AG: | 597 | - | - | 0 | 57 | 654 |
| **TOTAL EXPORTS** | **16,081** | **412** | **7,235** | **0** | **9,531** | **33,259** |

7/14/88 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | MAY 1988 | MAY 1987 | JUL-MAY 1987/88 | JUL-MAY 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 6,059 | 2,540 | 64,426 | 56,866 |
| AK | Alaska | 182 | 542 | 433 | 2,258 |
| AZ | Arizona | 89 | 74 | 2,302 | 1,475 |
| AR | Arkansas | 7,811 | 5,499 | 54,484 | 51,508 |
| CA | California | 6,170 | 7,110 | 70,054 | 62,726 |
| CO | Colorado | 888 | 828 | 7,423 | 7,978 |
| CT | Connecticut | 820 | 790 | 3,460 | 4,025 |
| DE | Delaware | 2,246 | 2,269 | 16,855 | 22,407 |
| FL | Florida | 6,660 | 10,001 | 115,380 | 135,905 |
| GA | Georgia | 7,081 | 7,726 | 111,293 | 109,895 |
| HI | Hawaii | 2,919 | 83 | 12,668 | 10,976 |
| ID | Idaho | 1,715 | 1,532 | 22,144 | 25,866 |
| IL | Illinois | 49,181 | 37,447 | 652,688 | 664,195 |
| IN | Indiana | 34,199 | 39,209 | 324,167 | 361,122 |
| IA | Iowa | 20,658 | 19,196 | 444,371 | 425,113 |
| KS | Kansas | 5,189 | 4,144 | 47,639 | 30,886 |
| KY | Kentucky | 6,296 | 8,927 | 81,212 | 101,835 |
| LA | Louisiana | 4,846 | 4,583 | 151,140 | 100,524 |
| ME | Maine | 818 | 1,476 | 5,908 | 7,086 |
| MD | Maryland | 974 | 1,825 | 26,061 | 28,163 |
| MA | Massachusetts | 662 | 605 | 3,695 | 3,756 |
| MI | Michigan | 40,544 | 44,634 | 168,470 | 192,057 |
| MN | Minnesota | 32,883 | 23,229 | 340,474 | 314,457 |
| MS | Mississippi | 2,892 | 81 | 38,273 | 18,479 |
| MO | Missouri | 19,244 | 21,007 | 252,628 | 260,864 |
| MT | Montana | 732 | 645 | 10,799 | 11,047 |
| NE | Nebraska | 3,572 | 3,058 | 32,695 | 27,848 |
| NV | Nevada | 12 | 0 | 12 | 42 |
| NH | New Hampshire | 198 | 120 | 2,719 | 707 |
| NJ | New Jersey | 1,193 | 999 | 5,224 | 6,868 |
| NM | New Mexico | 388 | 3,921 | 9,513 | 9,653 |
| NY | New York | 14,739 | 18,878 | 52,106 | 69,895 |
| NC | North Carolina | 2,112 | 3,879 | 83,268 | 83,490 |
| ND | North Dakota | 2,523 | 3,874 | 24,551 | 25,267 |
| OH | Ohio | 30,910 | 21,713 | 399,643 | 435,397 |
| OK | Oklahoma | 3,695 | 3,325 | 24,516 | 20,060 |
| OR | Oregon | 1,746 | 2,117 | 27,209 | 27,962 |
| PA | Pennsylvania | 5,303 | 8,252 | 49,742 | 59,762 |
| RI | Rhode Island | 273 | 344 | 1,506 | 1,538 |
| SC | South Carolina | 1,540 | 1,872 | 63,238 | 62,882 |
| SD | South Dakota | 3,596 | 2,714 | 15,438 | 13,439 |
| TN | Tennessee | 8,915 | 13,567 | 90,599 | 110,290 |
| TX | Texas | 13,790 | 16,243 | 162,439 | 125,908 |
| UT | Utah | 83 | 256 | 5,869 | 4,511 |
| VT | Vermont | 648 | 830 | 2,096 | 2,669 |
| VA | Virginia | 8,986 | 9,682 | 86,496 | 91,433 |
| WA | Washington | 2,834 | 2,859 | 37,024 | 40,417 |
| WV | West Virginia | 121 | 500 | 1,833 | 3,248 |
| WI | Wisconsin | 47,775 | 31,422 | 253,190 | 274,030 |
| WY | Wyoming | 184 | 163 | 1,900 | 1,578 |
| | TOTAL U.S.: | 416,894 | 396,590 | 4,461,273 | 4,510,363 |
| CANADA | | | | | |
| AB | Alberta | 10,035 | 11,695 | 31,179 | 28,261 |
| BC | Brit. Columbia | 1,197 | 1,142 | 7,272 | 7,495 |
| MB | Manitoba | 5,170 | 5,522 | 26,278 | 22,058 |
| NB | New Brunswick | 2,754 | 4,194 | 15,469 | 13,941 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 1,761 | 2,081 | 6,209 | 6,275 |
| ON | Ontario | 29,913 | 11,933 | 221,213 | 195,499 |
| PE | Pr.Edward Isle | 4,448 | 5,849 | 10,492 | 12,092 |
| PQ | Quebec | 24,448 | 14,095 | 135,088 | 109,861 |
| SK | Saskatchewan | 4,579 | 3,928 | 20,696 | 28,670 |
| | TOTAL CAN: | 84,305 | 60,439 | 473,896 | 424,152 |
| EXPORT SALES: | | 417,840 | 335,828 | 3,782,467 | 3,380,032 |
| **TOTAL AGRICULTURAL** | | 919,039 | 792,857 | 8,717,636 | 8,314,547 |
| Non-Ag U.S. | | 33,033 | 27,184 | 385,624 | 340,678 |
| | Canada | 1,691 | 1,627 | 22,842 | 15,733 |
| | Exports | 5,051 | 10,968 | 106,111 | 75,133 |
| **TOTAL NON-AGRICULTURAL** | | 39,775 | 39,779 | 514,577 | 431,544 |
| **GRAND TOTAL** | | **958,814** | **832,636** | **9,232,213** | **8,746,091** |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**
**MAY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 546 | 2,485 | 2,205 | 355 | 468 | 6,059 |
| AK Alaska | 0 | 0 | 182 | 0 | 0 | 182 |
| AZ Arizona | 46 | 0 | 31 | 0 | 12 | 89 |
| AR Arkansas | 30 | 0 | 5,662 | 2,103 | 16 | 7,811 |
| CA California | 3,008 | 955 | 899 | 0 | 1,308 | 6,170 |
| CO Colorado | 62 | 0 | 714 | 53 | 59 | 888 |
| CT Connecticut | 0 | 0 | 820 | 0 | 0 | 820 |
| DE Delaware | 0 | 0 | 2,042 | 160 | 44 | 2,246 |
| FL Florida | 1,692 | 553 | 243 | 521 | 3,651 | 6,660 |
| GA Georgia | 803 | 2,144 | 1,200 | 1,862 | 1,072 | 7,081 |
| HI Hawaii | 0 | 2,800 | (21) | 44 | 96 | 2,919 |
| ID Idaho | 0 | 202 | 1,434 | 73 | 6 | 1,715 |
| IL Illinois | 4,417 | 35,772 | 1,227 | 7,531 | 234 | 49,181 |
| IN Indiana | 816 | 24,067 | 2,958 | 6,156 | 202 | 34,199 |
| IA Iowa | 41 | 10,952 | 3,187 | 6,465 | 13 | 20,658 |
| KS Kansas | 120 | 534 | 3,599 | 780 | 156 | 5,199 |
| KY Kentucky | 0 | 5,053 | 942 | 0 | 301 | 6,296 |
| LA Louisiana | 14 | 467 | 3,824 | 538 | 3 | 4,846 |
| ME Maine | 0 | 0 | 786 | 7 | 25 | 818 |
| MD Maryland | 0 | 0 | 563 | 405 | 6 | 974 |
| MA Massachusetts | 0 | 125 | 370 | 0 | 167 | 662 |
| MI Michigan | 40 | 26,046 | 13,725 | 608 | 125 | 40,544 |
| MN Minnesota | 2,034 | 12,411 | 17,025 | 1,145 | 268 | 32,883 |
| MS Mississippi | 0 | 1,217 | 385 | 1,249 | 41 | 2,892 |
| MO Missouri | 824 | 3,975 | 10,898 | 3,507 | 40 | 19,244 |
| MT Montana | 15 | 37 | 673 | 7 | 0 | 732 |
| NE Nebraska | 189 | 226 | 1,539 | 1,258 | 360 | 3,572 |
| NV Nevada | 0 | 0 | 0 | 0 | 12 | 12 |
| NH New Hampshire | 0 | 0 | 198 | 0 | 0 | 198 |
| NJ New Jersey | 0 | 248 | 550 | 325 | 70 | 1,193 |
| NM New Mexico | 0 | 31 | 133 | 0 | 224 | 388 |
| NY New York | 0 | 5,405 | 7,692 | 1,411 | 231 | 14,739 |
| NC North Carolina | 0 | 488 | 563 | 370 | 691 | 2,112 |
| ND North Dakota | 0 | 741 | 1,761 | 21 | 0 | 2,523 |
| OH Ohio | 1,648 | 15,620 | 11,285 | 1,820 | 537 | 30,910 |
| OK Oklahoma | 196 | 530 | 2,839 | 81 | 49 | 3,695 |
| OR Oregon | 0 | 456 | 1,035 | 139 | 116 | 1,746 |
| PA Pennsylvania | 585 | 367 | 3,331 | 767 | 253 | 5,303 |
| RI Rhode Island | 0 | 0 | 59 | 126 | 88 | 273 |
| SC South Carolina | 122 | 542 | 306 | 249 | 321 | 1,540 |
| SD South Dakota | 0 | 1,953 | 1,244 | 399 | 0 | 3,596 |
| TN Tennessee | 365 | 4,336 | 2,122 | 1,[illegible] | 119 | 8,915 |
| TX Texas | 1,463 | 3,654 | 6,706 | [illegible] | 260 | 13,790 |
| UT Utah | 16 | 0 | 67 | [illegible] | 0 | 83 |
| VT Vermont | 0 | 0 | 463 | 126 | 59 | 648 |
| VA Virginia | 1,880 | 121 | 6,189 | 545 | 251 | 8,986 |
| WA Washington | 72 | 678 | 1,623 | 237 | 224 | 2,834 |
| WV West Virginia | 0 | 60 | 61 | 0 | 0 | 121 |
| WI Wisconsin | 2,182 | 26,889 | 16,297 | 2,012 | 395 | 47,775 |
| WY Wyoming | 16 | 0 | 152 | 0 | 16 | 184 |
| TOTAL U.S.: | 23,242 | 192,140 | 141,788 | 47,135 | 12,589 | 416,894 |
| CANADA | | | | | | |
| AB Alberta | 0 | 51 | 9,608 | 376 | 0 | 10,035 |
| BC Brit. Columbia | 0 | 135 | 1,042 | 0 | 20 | 1,197 |
| MB Manitoba | 0 | 976 | 3,691 | 503 | 0 | 5,170 |
| NB New Brunswick | 0 | 877 | 1,828 | 16 | 33 | 2,754 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 1,761 | 0 | 0 | 1,761 |
| ON Ontario | 27 | 18,122 | 10,152 | 762 | 850 | 29,913 |
| PE Pr.Edward Isle | 0 | 0 | 3,867 | 0 | 581 | 4,448 |
| PQ Quebec | 17 | 3,160 | 20,121 | 0 | 1,150 | 24,448 |
| SK Saskatchewan | 77 | 64 | 4,399 | 39 | 0 | 4,579 |
| TOTAL CAN: | 121 | 23,385 | 56,469 | 1,696 | 2,634 | 84,305 |
| *EXPORT SALES: | 341,949 | 2,139 | 64,720 | 3,448 | 5,584 | 417,840 |
| **TOTAL AG SALES** | 365,312 | 217,664 | 262,977 | 52,279 | 20,807 | 919,039 |
| NON-AG U.S. | 22,702 | - | - | 9,522 | 809 | 33,033 |
| Canada | 1,465 | - | - | 196 | 30 | 1,691 |
| *Exports | 471 | - | - | 4,580 | 0 | 5,051 |
| **TOTAL NON-AG SALES** | 24,638 | - | - | 14,298 | 839 | 39,775 |
| **GRAND TOTAL** | **389,950** | **217,664** | **262,977** | **66,577** | **21,646** | **958,814** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**MAY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 2,050 | 0 | 2,345 | 0 | 1,674 | 6,069 |
| Australia | 0 | 0 | 18,231 | 0 | 0 | 18,231 |
| Brazil | 11,731 | 0 | 37,580 | 0 | 0 | 49,311 |
| Chile | 18,943 | 0 | 0 | 0 | 1,102 | 20,045 |
| China | 64,446 | 0 | 0 | 0 | 0 | 64,446 |
| Columbia | 4,214 | 0 | 0 | 0 | 1,213 | 5,427 |
| Costa Rica | 0 | 0 | 936 | 0 | 0 | 936 |
| Denmark | 15,450 | 0 | 0 | 0 | 0 | 15,450 |
| Guyana | 463 | 0 | 0 | 0 | 231 | 694 |
| India | 26,043 | 0 | 0 | 0 | 0 | 26,043 |
| Indonesia | 27,644 | 0 | 0 | 0 | 0 | 27,644 |
| Japan | 31,450 | 2,139 | 5,628 | 3,448 | 969 | 43,634 |
| Korea | 48,668 | 0 | 0 | 0 | 0 | 48,668 |
| Malaysia | 31,525 | 0 | 0 | 0 | 0 | 31,525 |
| Mexico | 11,681 | 0 | 0 | 0 | 274 | 11,955 |
| New Zealand | 324 | 0 | 0 | 0 | 0 | 324 |
| Nigeria | 5,952 | 0 | 0 | 0 | 0 | 5,952 |
| Norway | 9,538 | 0 | 0 | 0 | 0 | 9,538 |
| Peru | 4,861 | 0 | 0 | 0 | 0 | 4,861 |
| Philippines | 13,306 | 0 | 0 | 0 | 0 | 13,306 |
| Sri Lanka | 3,638 | 0 | 0 | 0 | 0 | 3,638 |
| Switzerland | 10,022 | 0 | 0 | 0 | 0 | 10,022 |
| Taiwan | 0 | 0 | 0 | 0 | 121 | 121 |
| TOTAL AG: | 341,949 | 2,139 | 64,720 | 3,448 | 5,584 | 417,840 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 126 | - | - | 4,580 | 0 | 4,706 |
| Mexico | 295 | - | - | 0 | 0 | 295 |
| United Kingdom | 50 | - | - | 0 | 0 | 50 |
| TOTAL NON-AG: | 471 | - | - | 4,580 | 0 | 5,051 |
| **TOTAL EXPORTS** | **342,420** | **2,139** | **64,720** | **8,028** | **5,584** | **422,891** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MAY 1988

| AGRICULTURAL | | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|---|
| AL | Alabama | 364 | 2,485 | 2,130 | 355 | 5,334 |
| AK | Alaska | 0 | 0 | 182 | 0 | 182 |
| AZ | Arizona | 0 | 0 | 0 | 0 | 0 |
| AR | Arkansas | 0 | 0 | 1,138 | 0 | 1,138 |
| CA | California | 0 | 15 | (41) | 0 | (26) |
| CO | Colorado | 0 | 0 | 16 | 0 | 16 |
| CT | Connecticut | 0 | 0 | 820 | 0 | 820 |
| DE | Delaware | 0 | 0 | 2,042 | 160 | 2,202 |
| FL | Florida | 1,642 | 553 | 243 | 521 | 2,959 |
| GA | Georgia | 803 | 2,144 | 1,200 | 1,862 | 6,009 |
| HI | Hawaii | 0 | 2,739 | (21) | 44 | 2,762 |
| ID | Idaho | 0 | 202 | 794 | 73 | 1,069 |
| IL | Illinois | 4,417 | 35,772 | 1,106 | 7,531 | 48,826 |
| IN | Indiana | 692 | 24,067 | 2,958 | 6,156 | 33,873 |
| IA | Iowa | 16 | 10,842 | 3,108 | 6,399 | 20,365 |
| KS | Kansas | 0 | 0 | 126 | 87 | 213 |
| KY | Kentucky | 0 | 5,053 | 604 | 0 | 5,657 |
| LA | Louisiana | 0 | 0 | 0 | 0 | 0 |
| ME | Maine | 0 | 0 | 786 | 0 | 786 |
| MD | Maryland | 0 | 0 | 563 | 405 | 968 |
| MA | Massachusetts | 0 | 125 | 370 | 0 | 495 |
| MI | Michigan | 40 | 26,046 | 13,725 | 608 | 40,419 |
| MN | Minnesota | 1,955 | 12,313 | 16,944 | 1,112 | 32,324 |
| MS | Mississippi | 0 | 1,081 | 46 | 0 | 1,127 |
| MO | Missouri | 0 | 3,582 | 4,580 | 2,502 | 10,664 |
| MT | Montana | 0 | 37 | 658 | 7 | 702 |
| NE | Nebraska | 0 | 226 | 1,086 | 1,258 | 2,570 |
| NV | Nevada | 0 | 0 | 0 | 0 | 0 |
| NH | New Hampshire | 0 | 0 | 198 | 0 | 198 |
| NJ | New Jersey | 0 | 248 | 550 | 325 | 1,123 |
| NM | New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY | New York | 0 | 5,405 | 7,692 | 1,411 | 14,508 |
| NC | North Carolina | 0 | 488 | 563 | 370 | 1,421 |
| ND | North Dakota | 0 | 741 | 1,761 | 21 | 2,523 |
| OH | Ohio | 1,648 | 15,620 | 11,285 | 1,820 | 30,373 |
| OK | Oklahoma | 0 | 0 | 138 | 0 | 138 |
| OR | Oregon | 0 | 456 | 628 | 139 | 1,223 |
| PA | Pennsylvania | 547 | 367 | 3,331 | 767 | 5,012 |
| RI | Rhode Island | 0 | 0 | 59 | 126 | 185 |
| SC | South Carolina | 122 | 542 | 306 | 249 | 1,219 |
| SD | South Dakota | 0 | 1,953 | 1,244 | 399 | 3,596 |
| TN | Tennessee | 0 | 4,336 | 1,190 | 1,926 | 7,452 |
| TX | Texas | 0 | 0 | 88 | 0 | 88 |
| UT | Utah | 0 | 0 | 0 | 0 | 0 |
| VT | Vermont | 0 | 0 | 463 | 126 | 589 |
| VA | Virginia | 1,880 | 121 | 6,189 | 545 | 8,735 |
| WA | Washington | 72 | 678 | 1,563 | 237 | 2,550 |
| WV | West Virginia | 0 | 60 | 61 | 0 | 121 |
| WI | Wisconsin | 2,182 | 26,889 | 16,297 | 2,012 | 47,380 |
| WY | Wyoming | 0 | 0 | 75 | 0 | 75 |
| | TOTAL U.S.: | 16,380 | 185,186 | 108,844 | 39,553 | 349,963 |
| CANADA | | | | | | |
| AB | Alberta | 0 | 51 | 9,608 | 376 | 10,035 |
| BC | Brit. Columbia | 0 | 135 | 1,042 | 0 | 1,177 |
| MB | Manitoba | 0 | 976 | 3,691 | 503 | 5,170 |
| NB | New Brunswick | 0 | 877 | 1,828 | 16 | 2,721 |
| NF | Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 0 | 0 | 1,761 | 0 | 1,761 |
| ON | Ontario | 27 | 18,122 | 10,093 | 762 | 29,004 |
| PE | Pr.Edward Isle | 0 | 0 | 3,867 | 0 | 3,867 |
| PQ | Quebec | 17 | 3,160 | 20,064 | 0 | 23,241 |
| SK | Saskatchewan | 77 | 64 | 4,399 | 39 | 4,579 |
| | TOTAL CAN: | 121 | 23,385 | 56,353 | 1,696 | 81,555 |
| *EXPORT SALES: | | 324,787 | 1,701 | 45,385 | 3,448 | 375,321 |
| **TOTAL AG SALES** | | 341,288 | 210,272 | 210,582 | 44,697 | 806,839 |
| NON-AG U.S. | | 13,107 | - | - | 8,456 | 21,563 |
| | Canada | 1,465 | - | - | 196 | 1,661 |
| | *Exports | 176 | - | - | 4,580 | 4,756 |
| **TOTAL NON-AG SALES** | | 14,748 | - | - | 13,232 | 27,980 |
| **GRAND TOTAL** | | **356,036** | **210,272** | **210,582** | **57,929** | **834,819** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**MAY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Argentina | 2,050 | 0 | 2,345 | 0 | 4,395 |
| Australia | 0 | 0 | 18,231 | 0 | 18,231 |
| Brazil | 3,362 | 0 | 19,181 | 0 | 22,543 |
| Chile | 15,598 | 0 | 0 | 0 | 15,598 |
| China | 64,446 | 0 | 0 | 0 | 64,446 |
| Denmark | 15,450 | 0 | 0 | 0 | 15,450 |
| India | 26,043 | 0 | 0 | 0 | 26,043 |
| Indonesia | 27,644 | 0 | 0 | 0 | 27,644 |
| Japan | 31,450 | 1,701 | 5,628 | 3,448 | 42,227 |
| Korea | 48,668 | 0 | 0 | 0 | 48,668 |
| Malaysia | 31,525 | 0 | 0 | 0 | 31,525 |
| Mexico | 10,910 | 0 | 0 | 0 | 10,910 |
| New Zealand | 324 | 0 | 0 | 0 | 324 |
| Nigeria | 5,952 | 0 | 0 | 0 | 5,952 |
| Norway | 9,538 | 0 | 0 | 0 | 9,538 |
| Peru | 4,861 | 0 | 0 | 0 | 4,861 |
| Philippines | 13,306 | 0 | 0 | 0 | 13,306 |
| Sri Lanka | 3,638 | 0 | 0 | 0 | 3,638 |
| Switzerland | 10,022 | 0 | 0 | 0 | 10,022 |
| TOTAL AG: | 324,787 | 1,701 | 45,385 | 3,448 | 375,321 |
| NON-AGRICULTURAL | | | | | |
| Japan | 126 | - | - | 4,580 | 4,706 |
| United Kingdom | 50 | - | - | 0 | 50 |
| TOTAL NON-AG: | 176 | - | - | 4,580 | 4,756 |
| **TOTAL EXPORTS** | **324,963** | **1,701** | **45,385** | **8,028** | **380,077** |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**
**MAY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 182 | 0 | 75 | 0 | 468 | 725 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 46 | 0 | 31 | 0 | 12 | 89 |
| AR Arkansas | 30 | 0 | 4,524 | 2,103 | 16 | 6,673 |
| CA California | 3,008 | 940 | 940 | 0 | 1,308 | 6,196 |
| CO Colorado | 62 | 0 | 698 | 53 | 59 | 872 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 44 | 44 |
| FL Florida | 50 | 0 | 0 | 0 | 3,651 | 3,701 |
| GA Georgia | 0 | 0 | 0 | 0 | 1,072 | 1,072 |
| HI Hawaii | 0 | 61 | 0 | 0 | 96 | 157 |
| ID Idaho | 0 | 0 | 640 | 0 | 6 | 646 |
| IL Illinois | 0 | 0 | 121 | 0 | 234 | 355 |
| IN Indiana | 124 | 0 | 0 | 0 | 202 | 326 |
| IA Iowa | 25 | 110 | 79 | 66 | 13 | 293 |
| KS Kansas | 120 | 534 | 3,473 | 693 | 156 | 4,9 |
| KY Kentucky | 0 | 0 | 338 | 0 | 301 | 6 |
| LA Louisiana | 14 | 467 | 3,824 | 538 | 3 | 4,846 |
| ME Maine | 0 | 0 | 0 | 7 | 25 | 32 |
| MD Maryland | 0 | 0 | 0 | 0 | 6 | 6 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 167 | 167 |
| MI Michigan | 0 | 0 | 0 | 0 | 125 | 125 |
| MN Minnesota | 79 | 98 | 81 | 33 | 268 | 559 |
| MS Mississippi | 0 | 136 | 339 | 1,249 | 41 | 1,765 |
| MO Missouri | 824 | 393 | 6,318 | 1,005 | 40 | 8,580 |
| MT Montana | 15 | 0 | 15 | 0 | 0 | 30 |
| NE Nebraska | 189 | 0 | 453 | 0 | 360 | 1,002 |
| NV Nevada | 0 | 0 | 0 | 0 | 12 | 12 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 70 | 70 |
| NM New Mexico | 0 | 31 | 133 | 0 | 224 | 388 |
| NY New York | 0 | 0 | 0 | 0 | 231 | 231 |
| NC North Carolina | 0 | 0 | 0 | 0 | 691 | 691 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 537 | 537 |
| OK Oklahoma | 196 | 530 | 2,701 | 81 | 49 | 3,557 |
| OR Oregon | 0 | 0 | 407 | 0 | 116 | 523 |
| PA Pennsylvania | 38 | 0 | 0 | 0 | 253 | 291 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 88 | 88 |
| SC South Carolina | 0 | 0 | 0 | 0 | 321 | 321 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 365 | 0 | 932 | 47 | 119 | 1,463 |
| TX Texas | 1,463 | 3,654 | 6,618 | 1,707 | 260 | 13,702 |
| UT Utah | 16 | 0 | 67 | 0 | 0 | 83 |
| VT Vermont | 0 | 0 | 0 | 0 | 59 | 59 |
| VA Virginia | 0 | 0 | 0 | 0 | 251 | 251 |
| WA Washington | 0 | 0 | 60 | 0 | 224 | 284 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 395 | 395 |
| WY Wyoming | 16 | 0 | 77 | 0 | 16 | 109 |
| TOTAL U.S.: | 6,862 | 6,954 | 32,944 | 7,582 | 12,589 | 66,931 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 20 | 20 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 33 | 33 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 59 | 0 | 850 | 909 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 581 | 581 |
| PQ Quebec | 0 | 0 | 57 | 0 | 1,150 | 1,207 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 116 | 0 | 2,634 | 2,750 |
| *EXPORT SALES: | 17,162 | 438 | 19,335 | 0 | 5,584 | 42,519 |
| **TOTAL AG SALES** | 24,024 | 7,392 | 52,395 | 7,582 | 20,807 | 112,200 |
| NON-AG U.S. | 9,595 | - | - | 1,066 | 809 | 11,470 |
| Canada | 0 | - | - | 0 | 30 | 30 |
| *Exports | 295 | - | - | 0 | 0 | 295 |
| **TOTAL NON-AG SALES** | 9,890 | - | - | 1,066 | 839 | 11,795 |
| **GRAND TOTAL** | **33,914** | **7,392** | **52,395** | **8,648** | **21,646** | **123,995** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

MAY 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 1,674 | 1,674 |
| Brazil | 8,369 | 0 | 18,399 | 0 | 0 | 26,768 |
| Chile | 3,345 | 0 | 0 | 0 | 1,102 | 4,447 |
| Columbia | 4,214 | 0 | 0 | 0 | 1,213 | 5,427 |
| Costa Rica | 0 | 0 | 936 | 0 | 0 | 936 |
| [illegible]na | 463 | 0 | 0 | 0 | 231 | 694 |
| [illegible] | 0 | 438 | 0 | 0 | 969 | 1,407 |
| [illegible]o | 771 | 0 | 0 | 0 | 274 | 1,045 |
| Taiwan | 0 | 0 | 0 | 0 | 121 | 121 |
| TOTAL AG: | 17,162 | 438 | 19,335 | 0 | 5,584 | 42,519 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 295 | - | - | 0 | 0 | 295 |
| TOTAL NON-AG: | 295 | - | - | 0 | 0 | 295 |
| **TOTAL EXPORTS** | **17,457** | **438** | **19,335** | **0** | **5,584** | **42,814** |

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10/2/88

**POTASH & PHOSPHATE INSTITUTE**
**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | JUN 1988 | JUN 1987 | JUL-JUN 1987/88 | JUL-JUN 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 4,298 | 6,536 | 68,724 | 63,402 |
| AK | Alaska | 0 | 129 | 433 | 2,387 |
| AZ | Arizona | 83 | 108 | 2,385 | 1,583 |
| AR | Arkansas | 2,494 | 6,742 | 56,978 | 58,250 |
| CA | California | 5,376 | 4,857 | 75,430 | 67,583 |
| CO | Colorado | 473 | 429 | 7,896 | 8,407 |
| CT | Connecticut | 248 | 356 | 3,708 | 4,381 |
| DE | Delaware | 1,048 | 244 | 17,903 | 22,651 |
| FL | Florida | 9,620 | 12,463 | 125,000 | 148,368 |
| GA | Georgia | 4,704 | 6,615 | 115,997 | 116,510 |
| HI | Hawaii | 1,674 | 1,592 | 14,342 | 12,568 |
| ID | Idaho | 1,377 | 1,247 | 23,521 | 27,113 |
| IL | Illinois | 56,339 | 59,861 | 709,027 | 724,056 |
| IN | Indiana | 24,083 | 24,265 | 348,250 | 385,387 |
| IA | Iowa | 41,492 | 58,334 | 485,863 | 483,447 |
| KS | Kansas | 1,934 | 4,124 | 49,573 | 35,010 |
| KY | Kentucky | 13,947 | 15,889 | 95,159 | 117,724 |
| LA | Louisiana | 1,603 | 1,843 | 152,743 | 102,367 |
| ME | Maine | 331 | 733 | 6,239 | 7,819 |
| MD | Maryland | 1,322 | 1,192 | 27,383 | 29,355 |
| MA | Massachusetts | 249 | 1,209 | 3,944 | 4,965 |
| MI | Michigan | 19,110 | 35,592 | 187,580 | 227,649 |
| MN | Minnesota | 19,423 | 70,531 | 359,897 | 384,988 |
| MS | Mississippi | 1,841 | 6,073 | 40,114 | 24,552 |
| MO | Missouri | 12,017 | 24,511 | 264,645 | 285,375 |
| MT | Montana | 1,128 | 669 | 11,927 | 11,716 |
| NE | Nebraska | 1,039 | 1,038 | 33,734 | 28,886 |
| NV | Nevada | 0 | 0 | 12 | 42 |
| NH | New Hampshire | 163 | 185 | 2,882 | 892 |
| NJ | New Jersey | 1,049 | 761 | 6,273 | 7,629 |
| NM | New Mexico | 236 | 138 | 9,749 | 9,791 |
| NY | New York | 14,158 | 9,321 | 66,264 | 79,216 |
| NC | North Carolina | 2,138 | 4,481 | 85,406 | 87,971 |
| ND | North Dakota | 491 | 1,923 | 25,042 | 27,190 |
| OH | Ohio | 26,305 | 59,065 | 425,948 | 494,462 |
| OK | Oklahoma | 1,252 | 1,497 | 25,768 | 21,557 |
| OR | Oregon | 929 | 2,143 | 28,138 | 30,105 |
| PA | Pennsylvania | 4,795 | 5,787 | 54,537 | 65,549 |
| RI | Rhode Island | 120 | 312 | 1,626 | 1,850 |
| SC | South Carolina | 2,121 | 3,185 | 65,359 | 66,067 |
| SD | South Dakota | 362 | 590 | 15,800 | 14,029 |
| TN | Tennessee | 5,468 | 12,517 | 96,067 | 122,807 |
| TX | Texas | 9,420 | 11,928 | 171,859 | 137,836 |
| UT | Utah | 1,935 | 1,896 | 7,804 | 6,407 |
| VT | Vermont | 628 | 433 | 2,724 | 3,102 |
| VA | Virginia | 1,287 | 995 | 87,783 | 92,428 |
| WA | Washington | 2,011 | 2,888 | 39,035 | 43,305 |
| WV | West Virginia | 86 | 303 | 1,919 | 3,551 |
| WI | Wisconsin | 15,290 | 56,739 | 268,480 | 330,769 |
| WY | Wyoming | 15 | 86 | 1,915 | 1,664 |
| | TOTAL U.S.: | 317,512 | 524,355 | 4,778,785 | 5,034,718 |
| CANADA | | | | | |
| AB | Alberta | 697 | 459 | 31,876 | 28,720 |
| BC | Brit. Columbia | 500 | 279 | 7,772 | 7,774 |
| MB | Manitoba | 827 | 562 | 27,105 | 22,620 |
| NB | New Brunswick | 1,367 | 257 | 16,836 | 14,198 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 371 | 258 | 6,580 | 6,533 |
| ON | Ontario | 19,029 | 15,410 | 240,242 | 210,909 |
| PE | Pr.Edward Isle | 1,022 | 113 | 11,514 | 12,205 |
| PQ | Quebec | 7,865 | 4,810 | 142,953 | 114,671 |
| SK | Saskatchewan | 212 | 5,439 | 20,908 | 34,109 |
| | TOTAL CAN: | 31,890 | 27,587 | 505,786 | 451,739 |
| EXPORT SALES: | | 515,312 | 357,528 | 4,297,779 | 3,737,560 |
| **TOTAL AGRICULTURAL** | | 864,714 | 909,470 | 9,582,350 | 9,224,017 |
| Non-Ag | U.S. | 40,543 | 37,515 | 426,167 | 378,193 |
| | Canada | 2,305 | 2,622 | 25,147 | 18,355 |
| | Exports | 15,157 | 15,639 | 121,268 | 90,772 |
| **TOTAL NON-AGRICULTURAL** | | 58,005 | 55,776 | 572,582 | 487,320 |
| **GRAND TOTAL** | | **922,719** | **965,246** | **10,154,932** | **9,711,337** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**JUNE 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 317 | 1,756 | 1,832 | 185 | 208 | 4,298 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 23 | 0 | 41 | 0 | 19 | 83 |
| AR Arkansas | 15 | 0 | 1,557 | 916 | 6 | 2,494 |
| CA California | 2,602 | 1,270 | 449 | 0 | 1,055 | 5,376 |
| CO Colorado | 152 | 0 | 281 | 16 | 24 | 473 |
| CT Connecticut | 0 | 62 | 149 | 0 | 37 | 248 |
| DE Delaware | 0 | 0 | 879 | 147 | 22 | 1,048 |
| FL Florida | 3,472 | 1,745 | 419 | 315 | 3,669 | 9,620 |
| GA Georgia | 913 | 1,216 | 1,099 | 1,122 | 354 | 4,704 |
| HI Hawaii | 0 | 1,643 | 0 | 0 | 31 | 1,674 |
| ID Idaho | 443 | 511 | 392 | 31 | 0 | 1,377 |
| IL Illinois | 569 | 46,349 | 7,944 | 1,465 | 12 | 56,339 |
| IN Indiana | 463 | 19,147 | 3,667 | 747 | 59 | 24,083 |
| IA Iowa | 70 | 23,758 | 14,160 | 3,491 | 13 | 41,492 |
| KS Kansas | 183 | 520 | 936 | 254 | 41 | 1,934 |
| KY Kentucky | 0 | 13,436 | 244 | 62 | 205 | 13,947 |
| LA Louisiana | 0 | 0 | 1,572 | 31 | 0 | 1,603 |
| ME Maine | 0 | 0 | 331 | 0 | 0 | 331 |
| MD Maryland | 0 | 0 | 793 | 514 | 15 | 1,322 |
| MA Massachusetts | 0 | 123 | 61 | 63 | 2 | 249 |
| MI Michigan | 43 | 12,830 | 6,130 | 50 | 57 | 19,110 |
| MN Minnesota | 155 | 5,786 | 12,881 | 545 | 56 | 19,423 |
| MS Mississippi | 0 | 46 | 517 | 1,254 | 24 | 1,841 |
| MO Missouri | 726 | 1,418 | 8,968 | 868 | 37 | 12,017 |
| MT Montana | 0 | 0 | 1,062 | 60 | 6 | 1,128 |
| NE Nebraska | 191 | 29 | 606 | 185 | 28 | 1,039 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 163 | 0 | 0 | 163 |
| NJ New Jersey | 0 | 185 | 439 | 378 | 47 | 1,049 |
| NM New Mexico | 0 | 31 | 126 | 0 | 79 | 236 |
| NY New York | 0 | 8,850 | 4,840 | 360 | 108 | 14,158 |
| NC North Carolina | 303 | 1,216 | 245 | 297 | 77 | 2,138 |
| ND North Dakota | 0 | 0 | 463 | 28 | 0 | 491 |
| OH Ohio | 226 | 20,974 | 4,246 | 543 | 316 | 26,305 |
| OK Oklahoma | 145 | 62 | 989 | 16 | 40 | 1,252 |
| OR Oregon | 157 | 280 | 361 | 79 | 52 | 929 |
| PA Pennsylvania | 122 | 276 | 3,335 | 1,049 | 13 | 4,795 |
| RI Rhode Island | 0 | 0 | 120 | 0 | 0 | 120 |
| SC South Carolina | 0 | 974 | 784 | 310 | 53 | 2,121 |
| SD South Dakota | 0 | 260 | 67 | 35 | 0 | 362 |
| TN Tennessee | 333 | 1,495 | 3,444 | 186 | 10 | 5,468 |
| TX Texas | 847 | 4,911 | 2,982 | 486 | 194 | 9,420 |
| UT Utah | 1,853 | 14 | 68 | 0 | 0 | 1,935 |
| VT Vermont | 0 | 13 | 527 | 68 | 20 | 628 |
| VA Virginia | 258 | 0 | 324 | 705 | 0 | 1,287 |
| WA Washington | 0 | 585 | 909 | 426 | 91 | 2,011 |
| WV West Virginia | 0 | 60 | 26 | 0 | 0 | 86 |
| WI Wisconsin | 1,521 | 9,910 | 3,443 | 239 | 177 | 15,290 |
| WY Wyoming | 15 | 0 | 0 | 0 | 0 | 15 |
| TOTAL U.S.: | 16,117 | 181,741 | 94,871 | 17,526 | 7,257 | 317,512 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 651 | 46 | 0 | 697 |
| BC Brit. Columbia | 0 | 60 | 426 | 14 | 0 | 500 |
| MB Manitoba | 0 | 41 | 651 | 135 | 0 | 827 |
| NB New Brunswick | 0 | 1,079 | 288 | 0 | 0 | 1,367 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 371 | 0 | 0 | 371 |
| ON Ontario | 25 | 11,601 | 6,906 | 248 | 249 | 19,029 |
| PE Pr.Edward Isle | 0 | 0 | 1,022 | 0 | 0 | 1,022 |
| PQ Quebec | 18 | 1,317 | 6,370 | 0 | 160 | 7,865 |
| SK Saskatchewan | 0 | 0 | 212 | 0 | 0 | 212 |
| TOTAL CAN: | 43 | 14,098 | 16,897 | 443 | 409 | 31,890 |
| *EXPORT SALES: | 331,113 | 29,161 | 129,996 | 9,402 | 15,640 | 515,312 |
| **TOTAL AG SALES** | 347,273 | 225,000 | 241,764 | 27,371 | 23,306 | 864,714 |
| NON-AG U.S. | 27,843 | - | - | 12,124 | 576 | 40,543 |
| Canada | 2,075 | - | - | 206 | 24 | 2,305 |
| *Exports | 970 | - | - | 14,187 | 0 | 15,157 |
| **TOTAL NON-AG SALES** | 30,888 | - | - | 26,517 | 600 | 58,005 |
| **GRAND TOTAL** | **378,161** | **225,000** | **241,764** | **53,888** | **23,906** | **922,719** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**

**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**JUNE 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 668 | 0 | 826 | 1,494 |
| Australia | 1,635 | 0 | 13,077 | 0 | 1,378 | 16,090 |
| Brazil | 23,778 | 21,536 | 85,668 | 0 | 0 | 130,982 |
| China | 142,480 | 0 | 0 | 0 | 0 | 142,480 |
| Columbia | 1,918 | 0 | 0 | 0 | 0 | 1,918 |
| Costa Rica | 0 | 0 | 1,974 | 0 | 254 | 2,228 |
| Denmark | (3,871) | 0 | 0 | 0 | 0 | (3,871) |
| Dom. Republic | 0 | 0 | 1,653 | 0 | 121 | 1,774 |
| Finland | 10,523 | 0 | 0 | 0 | 0 | 10,523 |
| French Guiana | 0 | 0 | 330 | 0 | 0 | 330 |
| Guatemala | 4,435 | 0 | 2,100 | 0 | 0 | 6,535 |
| Guyana | (463) | 0 | 0 | 0 | 0 | (463) |
| Holland | 3,312 | 0 | 17,315 | 0 | 0 | 20,627 |
| India | 67 | 0 | 0 | 0 | 0 | 67 |
| Indonesia | 4,593 | 0 | 0 | 0 | 0 | 4,593 |
| Jamaica | 0 | 0 | 2,207 | 0 | 0 | 2,207 |
| Japan | 15,983 | 7,625 | 1,728 | 9,402 | 8,388 | 43,126 |
| Korea | 50,648 | 0 | 0 | 0 | 0 | 50,648 |
| Malaysia | 29,420 | 0 | 0 | 0 | 0 | 29,420 |
| Mexico | 284 | 0 | 0 | 0 | 447 | 731 |
| New Zealand | 5,378 | 0 | 0 | 0 | 49 | 5,427 |
| Pakistan | 13 | 0 | 0 | 0 | 0 | 13 |
| Peru | 0 | 0 | 0 | 0 | 2,893 | 2,893 |
| Philippines | 8,003 | 0 | 0 | 0 | 0 | 8,003 |
| Puerto Rico | 0 | 0 | 0 | 0 | 11 | 11 |
| Sri Lanka | 9,725 | 0 | 0 | 0 | 0 | 9,725 |
| Switzerland | 8,333 | 0 | 3,276 | 0 | 0 | 11,609 |
| Taiwan | 8,031 | 0 | 0 | 0 | 0 | 8,031 |
| Thailand | 0 | 0 | 0 | 0 | 1,273 | 1,273 |
| Venezuela | 6,888 | 0 | 0 | 0 | 0 | 6,888 |
| TOTAL AG: | 331,113 | 29,161 | 129,996 | 9,402 | 15,640 | 515,312 |
| NON-AGRICULTURAL | | | | | | |
| French Guiana | 463 | - | - | 0 | 0 | 463 |
| Japan | 0 | - | - | 6,033 | 0 | 6,033 |
| Korea | 0 | - | - | 8,154 | 0 | 8,154 |
| Mexico | 332 | - | - | 0 | 0 | 332 |
| Pakistan | 12 | - | - | 0 | 0 | 12 |
| United Kingdom | 163 | - | - | 0 | 0 | 163 |
| TOTAL NON-AG: | 970 | - | - | 14,187 | 0 | 15,157 |
| **TOTAL EXPORTS** | **332,083** | **29,161** | **129,996** | **23,589** | **15,640** | **530,469** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JUNE 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 303 | 1,756 | 1,832 | 185 | 4,076 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 984 | 420 | 1,404 |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 62 | 149 | 0 | 211 |
| DE Delaware | 0 | 0 | 879 | 147 | 1,026 |
| FL Florida | 3,372 | 1,745 | 307 | 315 | 5,739 |
| GA Georgia | 897 | 1,216 | 1,099 | 1,109 | 4,321 |
| HI Hawaii | 0 | 1,422 | 0 | 0 | 1,422 |
| ID Idaho | 0 | 37 | 232 | 31 | 300 |
| IL Illinois | 569 | 45,226 | 7,693 | 1,456 | 54,944 |
| IN Indiana | 463 | 19,147 | 3,667 | 747 | 24,024 |
| IA Iowa | 0 | 19,799 | 8,213 | 3,491 | 31,503 |
| KS Kansas | 0 | 14 | 17 | 240 | 271 |
| KY Kentucky | 0 | 13,436 | 244 | 62 | 13,742 |
| LA Louisiana | 0 | 0 | 0 | 15 | 15 |
| ME Maine | 0 | 0 | 331 | 0 | 331 |
| MD Maryland | 0 | 0 | 793 | 514 | 1,307 |
| MA Massachusetts | 0 | 123 | 61 | 63 | 247 |
| MI Michigan | 43 | 12,830 | 6,130 | 50 | 19,053 |
| MN Minnesota | 155 | 5,786 | 12,881 | 545 | 19,367 |
| MS Mississippi | 0 | 0 | 212 | 0 | 212 |
| MO Missouri | 0 | 28 | 5,247 | 596 | 5,871 |
| MT Montana | 0 | 0 | 1,062 | 60 | 1,122 |
| NE Nebraska | 0 | 15 | 591 | 185 | 791 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 163 | 0 | 163 |
| NJ New Jersey | 0 | 185 | 439 | 378 | 1,002 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 8,850 | 4,840 | 360 | 14,050 |
| NC North Carolina | 303 | 1,216 | 245 | 297 | 2,061 |
| ND North Dakota | 0 | 0 | 463 | 28 | 491 |
| OH Ohio | 226 | 20,974 | 4,246 | 543 | 25,989 |
| OK Oklahoma | 0 | 31 | 107 | 0 | 138 |
| OR Oregon | 18 | 84 | 148 | 79 | 329 |
| PA Pennsylvania | 122 | 276 | 3,335 | 1,049 | 4,782 |
| RI Rhode Island | 0 | 0 | 120 | 0 | 120 |
| SC South Carolina | 0 | 974 | 784 | 310 | 2,068 |
| SD South Dakota | 0 | 260 | 67 | 35 | 362 |
| TN Tennessee | 0 | 1,495 | 3,429 | 186 | 5,110 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 13 | 527 | 68 | 608 |
| VA Virginia | 258 | 0 | 324 | 705 | 1,287 |
| WA Washington | 0 | 585 | 909 | 426 | 1,920 |
| WV West Virginia | 0 | 60 | 26 | 0 | 86 |
| WI Wisconsin | 1,507 | 9,910 | 3,443 | 239 | 15,099 |
| WY Wyoming | 0 | 0 | 0 | 0 | 0 |
| TOTAL U.S.: | 8,236 | 167,555 | 76,239 | 14,934 | 266,964 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 651 | 46 | 697 |
| BC Brit. Columbia | 0 | 60 | 426 | 14 | 500 |
| MB Manitoba | 0 | 41 | 651 | 135 | 827 |
| NB New Brunswick | 0 | 1,079 | 288 | 0 | 1,367 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 371 | 0 | 371 |
| ON Ontario | 25 | 11,601 | 6,852 | 248 | 18,726 |
| PE Pr.Edward Isle | 0 | 0 | 1,022 | 0 | 1,022 |
| PQ Quebec | 18 | 1,317 | 6,370 | 0 | 7,705 |
| SK Saskatchewan | 0 | 0 | 212 | 0 | 212 |
| TOTAL CAN: | 43 | 14,098 | 16,843 | 443 | 31,427 |
| *EXPORT SALES: | 321,362 | 29,161 | 104,183 | 9,402 | 464,108 |
| **TOTAL AG SALES** | 329,641 | 210,814 | 197,265 | 24,779 | 762,499 |
| NON-AG U.S. | 16,219 | - | - | 10,959 | 27,178 |
| Canada | 2,075 | - | - | 206 | 2,281 |
| *Exports | 175 | - | - | 14,187 | 14,362 |
| **TOTAL NON-AG SALES** | 18,469 | - | - | 25,352 | 43,821 |
| **GRAND TOTAL** | **348,110** | **210,814** | **197,265** | **50,131** | **806,320** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Argentina | 0 | 0 | 668 | 0 | 668 |
| Austraiia | 1,635 | 0 | 13,077 | 0 | 14,712 |
| Brazil | 15,766 | 21,536 | 65,540 | 0 | 102,842 |
| China | 142,480 | 0 | 0 | 0 | 142,480 |
| Denmark | (3,871) | 0 | 0 | 0 | (3,871) |
| Finland | 10,523 | 0 | 0 | 0 | 10,523 |
| Guatemala | 4,435 | 0 | 2,100 | 0 | 6,535 |
| Holland | 3,312 | 0 | 17,315 | 0 | 20,627 |
| India | 67 | 0 | 0 | 0 | 67 |
| Indonesia | 4,593 | 0 | 0 | 0 | 4,593 |
| Jamaica | 0 | 0 | 2,207 | 0 | 2,207 |
| Japan | 15,983 | 7,625 | 0 | 9,402 | 33,010 |
| Korea | 50,648 | 0 | 0 | 0 | 50,648 |
| Malaysia | 29,420 | 0 | 0 | 0 | 29,420 |
| New Zealand | 5,378 | 0 | 0 | 0 | 5,378 |
| Pakistan | 13 | 0 | 0 | 0 | 13 |
| Philippines | 8,003 | 0 | 0 | 0 | 8,003 |
| Sri Lanka | 9,725 | 0 | 0 | 0 | 9,725 |
| Switzerland | 8,333 | 0 | 3,276 | 0 | 11,609 |
| Taiwan | 8,031 | 0 | 0 | 0 | 8,031 |
| Venezuela | 6,888 | 0 | 0 | 0 | 6,888 |
| TOTAL AG: | 321,362 | 29,161 | 104,183 | 9,402 | 464,108 |
| NON-AGRICULTURAL | | | | | |
| Japan | 0 | - | - | 6,033 | 6,033 |
| Korea | 0 | - | - | 8,154 | 8,154 |
| Pakistan | 12 | - | - | 0 | 12 |
| United Kingdom | 163 | - | - | 0 | 163 |
| TOTAL NON-AG: | 175 | - | - | 14,187 | 14,362 |
| **TOTAL EXPORTS** | **321,537** | **29,161** | **104,183** | **23,589** | **478,470** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JUNE 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 14 | 0 | 0 | 0 | 208 | 222 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 23 | 0 | 41 | 0 | 19 | 83 |
| AR Arkansas | 15 | 0 | 573 | 496 | 6 | 1,090 |
| CA California | 2,602 | 1,270 | 449 | 0 | 1,055 | 5,376 |
| CO Colorado | 152 | 0 | 281 | 16 | 24 | 473 |
| CT Connecticut | 0 | 0 | 0 | 0 | 37 | 37 |
| DE Delaware | 0 | 0 | 0 | 0 | 22 | 22 |
| FL Florida | 100 | 0 | 112 | 0 | 3,669 | 3,881 |
| GA Georgia | 16 | 0 | 0 | 13 | 354 | 383 |
| HI Hawaii | 0 | 221 | 0 | 0 | 31 | 252 |
| ID Idaho | 443 | 474 | 160 | 0 | 0 | 1,077 |
| IL Illinois | 0 | 1,123 | 251 | 9 | 12 | 1,395 |
| IN Indiana | 0 | 0 | 0 | 0 | 59 | 59 |
| IA Iowa | 70 | 3,959 | 5,947 | 0 | 13 | 9,989 |
| KS Kansas | 183 | 506 | 919 | 14 | 41 | 1,663 |
| KY Kentucky | 0 | 0 | 0 | 0 | 205 | 205 |
| LA Louisiana | 0 | 0 | 1,572 | 16 | 0 | 1,588 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 15 | 15 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 2 | 2 |
| MI Michigan | 0 | 0 | 0 | 0 | 57 | 57 |
| MN Minnesota | 0 | 0 | 0 | 0 | 56 | 56 |
| MS Mississippi | 0 | 46 | 305 | 1,254 | 24 | 1,629 |
| MO Missouri | 726 | 1,390 | 3,721 | 272 | 37 | 6,146 |
| MT Montana | 0 | 0 | 0 | 0 | 6 | 6 |
| NE Nebraska | 191 | 14 | 15 | 0 | 28 | 248 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 47 | 47 |
| NM New Mexico | 0 | 31 | 126 | 0 | 79 | 236 |
| NY New York | 0 | 0 | 0 | 0 | 108 | 108 |
| NC North Carolina | 0 | 0 | 0 | 0 | 77 | 77 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 316 | 316 |
| OK Oklahoma | 145 | 31 | 882 | 16 | 40 | 1,114 |
| OR Oregon | 139 | 196 | 213 | 0 | 52 | 600 |
| PA Pennsylvania | 0 | 0 | 0 | 0 | 13 | 13 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 53 | 53 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 333 | 0 | 15 | 0 | 10 | 358 |
| TX Texas | 847 | 4,911 | 2,982 | 486 | 194 | 9,420 |
| UT Utah | 1,853 | 14 | 68 | 0 | 0 | 1,935 |
| VT Vermont | 0 | 0 | 0 | 0 | 20 | 20 |
| VA Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WA Washington | 0 | 0 | 0 | 0 | 91 | 91 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 14 | 0 | 0 | 0 | 177 | 191 |
| WY Wyoming | 15 | 0 | 0 | 0 | 0 | 15 |
| TOTAL U.S.: | 7,881 | 14,186 | 18,632 | 2,592 | 7,257 | 50,548 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 54 | 0 | 249 | 303 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 160 | 160 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 54 | 0 | 409 | 463 |
| *EXPORT SALES: | 9,751 | 0 | 25,813 | 0 | 15,640 | 51,204 |
| **TOTAL AG SALES** | 17,632 | 14,186 | 44,499 | 2,592 | 23,306 | 102,215 |
| NON-AG U.S. | 11,624 | - | - | 1,165 | 576 | 13,365 |
| Canada | 0 | - | - | 0 | 24 | 24 |
| *Exports | 795 | - | - | 0 | 0 | 795 |
| **TOTAL NON-AG SALES** | 12,419 | - | - | 1,165 | 600 | 14,184 |
| **GRAND TOTAL** | **30,051** | **14,186** | **44,499** | **3,757** | **23,906** | **116,399** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**JUNE 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 826 | 826 |
| Australia | 0 | 0 | 0 | 0 | 1,378 | 1,378 |
| Brazil | 8,012 | 0 | 20,128 | 0 | 0 | 28,140 |
| Columbia | 1,918 | 0 | 0 | 0 | 0 | 1,918 |
| Costa Rica | 0 | 0 | 1,974 | 0 | 254 | 2,228 |
| Dom. Republic | 0 | 0 | 1,653 | 0 | 121 | 1,774 |
| French Guiana | 0 | 0 | 330 | 0 | 0 | 330 |
| Guyana | (463) | 0 | 0 | 0 | 0 | (463) |
| Japan | 0 | 0 | 1,728 | 0 | 8,388 | 10,116 |
| Mexico | 284 | 0 | 0 | 0 | 447 | 731 |
| New Zealand | 0 | 0 | 0 | 0 | 49 | 49 |
| Peru | 0 | 0 | 0 | 0 | 2,893 | 2,893 |
| Puerto Rico | 0 | 0 | 0 | 0 | 11 | 11 |
| Thailand | 0 | 0 | 0 | 0 | 1,273 | 1,273 |
| TOTAL AG: | 9,751 | 0 | 25,813 | 0 | 15,640 | 51,204 |
| NON-AGRICULTURAL | | | | | | |
| French Guiana | 463 | - | - | 0 | 0 | 463 |
| Mexico | 332 | - | - | 0 | 0 | 332 |
| TOTAL NON-AG: | 795 | - | - | 0 | 0 | 795 |
| **TOTAL EXPORTS** | **10,546** | **0** | **25,813** | **0** | **15,640** | **51,999** |

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**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | JULY 1988 | JULY 1987 |
|---|---|---|---|
| AL | Alabama | 2,241 | 2,157 |
| AK | Alaska | 0 | 61 |
| AZ | Arizona | 78 | 92 |
| AR | Arkansas | 5,712 | 2,582 |
| CA | California | 3,528 | 4,244 |
| CO | Colorado | 196 | 151 |
| CT | Connecticut | 143 | 0 |
| DE | Delaware | 66 | 86 |
| FL | Florida | 3,330 | 4,701 |
| GA | Georgia | 3,119 | 5,873 |
| HI | Hawaii | 63 | 2,975 |
| ID | Idaho | 482 | 677 |
| IL | Illinois | 29,326 | 30,406 |
| IN | Indiana | 18,146 | 6,119 |
| IA | Iowa | 52,159 | 21,502 |
| KS | Kansas | 1,330 | 796 |
| KY | Kentucky | 1,384 | 5,976 |
| LA | Louisiana | 216 | 635 |
| ME | Maine | 0 | 36 |
| MD | Maryland | 1,387 | 170 |
| MA | Massachusetts | 594 | 42 |
| MI | Michigan | 13,588 | 7,192 |
| MN | Minnesota | 22,034 | 10,851 |
| MS | Mississippi | 1,147 | 3,759 |
| MO | Missouri | 7,019 | 6,183 |
| MT | Montana | 382 | 318 |
| NE | Nebraska | 678 | 683 |
| NV | Nevada | 0 | 0 |
| NH | New Hampshire | 0 | 25 |
| NJ | New Jersey | 149 | 315 |
| NM | New Mexico | 199 | 1,676 |
| NY | New York | 2,051 | 820 |
| NC | North Carolina | 3,462 | 2,883 |
| ND | North Dakota | 378 | 416 |
| OH | Ohio | 30,310 | 27,659 |
| OK | Oklahoma | 754 | 1,153 |
| OR | Oregon | 1,455 | 1,028 |
| PA | Pennsylvania | 1,395 | 1,046 |
| RI | Rhode Island | 968 | 84 |
| SC | South Carolina | 1,480 | 955 |
| SD | South Dakota | 471 | 179 |
| TN | Tennessee | 13,233 | 4,734 |
| TX | Texas | 3,826 | 3,860 |
| UT | Utah | 215 | 138 |
| VT | Vermont | 27 | 178 |
| VA | Virginia | 671 | 503 |
| WA | Washington | 2,134 | 378 |
| WV | West Virginia | 0 | 61 |
| WI | Wisconsin | 8,576 | 9,092 |
| WY | Wyoming | 244 | 382 |
| | TOTAL U.S.: | 240,346 | 175,832 |
| CANADA | | | |
| AB | Alberta | 175 | 476 |
| BC | Brit. Columbia | 67 | 78 |
| MB | Manitoba | 326 | 81 |
| NB | New Brunswick | 44 | 76 |
| NF | Newfoundland | 0 | 0 |
| NS | Nova Scotia | 21 | 649 |
| ON | Ontario | 2,338 | 8,608 |
| PE | Pr.Edward Isle | 791 | 1,052 |
| PQ | Quebec | 2,474 | 3,905 |
| SK | Saskatchewan | 151 | 3,669 |
| | TOTAL CAN: | 6,387 | 18,594 |
| EXPORT SALES: | | 365,603 | 334,440 |
| TOTAL AGRICULTURAL | | 612,336 | 528,866 |
| Non-Ag U.S. | | 32,071 | 29,902 |
| | Canada | 1,626 | 2,103 |
| | Exports | 10,611 | 11,033 |
| TOTAL NON-AGRICULTURAL | | 44,308 | 43,038 |
| GRAND TOTAL | | 656,644 | 571,904 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**JULY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 193 | 670 | 1,283 | 62 | 33 | 2,241 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 45 | 0 | 0 | 0 | 33 | 78 |
| AR Arkansas | 30 | 0 | 5,812 | (136) | 6 | 5,712 |
| CA California | 1,180 | 707 | 661 | 0 | 980 | 3,528 |
| CO Colorado | 77 | 0 | 63 | 32 | 24 | 196 |
| CT Connecticut | 0 | 0 | 138 | 0 | 5 | 143 |
| DE Delaware | 0 | 0 | 0 | 0 | 66 | 66 |
| FL Florida | 855 | 548 | 166 | 137 | 1,624 | 3,330 |
| GA Georgia | 122 | 1,218 | 494 | 512 | 773 | 3,119 |
| HI Hawaii | 0 | 63 | 0 | 0 | 0 | 63 |
| ID Idaho | 31 | 158 | 267 | 26 | 0 | 482 |
| IL Illinois | 421 | 27,378 | 983 | 555 | (11) | 29,326 |
| IN Indiana | 284 | 12,087 | 2,106 | 3,669 | 0 | 18,146 |
| IA Iowa | 38 | 29,713 | 21,173 | 1,224 | 11 | 52,159 |
| KS Kansas | 182 | 436 | 588 | 113 | 11 | 1,330 |
| KY Kentucky | 21 | 1,286 | 77 | 0 | 0 | 1,384 |
| LA Louisiana | 0 | 63 | 153 | 0 | 0 | 216 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 165 | 1,222 | 0 | 1,387 |
| MA Massachusetts | 0 | 63 | 509 | 0 | 22 | 594 |
| MI Michigan | 0 | 11,190 | 2,378 | 0 | 20 | 13,588 |
| MN Minnesota | 0 | 8,616 | 13,238 | 151 | 29 | 22,034 |
| MS Mississippi | 0 | 0 | 259 | 876 | 12 | 1,147 |
| MO Missouri | 606 | 558 | 5,739 | 111 | 5 | 7,019 |
| MT Montana | 0 | 0 | 346 | 36 | 0 | 382 |
| NE Nebraska | 108 | 0 | 168 | 214 | 188 | 678 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 78 | 14 | 45 | 12 | 149 |
| NM New Mexico | 47 | 16 | 80 | 16 | 40 | 199 |
| NY New York | 0 | 277 | 1,582 | 173 | 19 | 2,051 |
| NC North Carolina | 0 | 1,824 | 1,036 | 57 | 545 | 3,462 |
| ND North Dakota | 0 | 0 | 357 | 21 | 0 | 378 |
| OH Ohio | 3,177 | 18,782 | 6,246 | 1,793 | 312 | 30,310 |
| OK Oklahoma | 29 | 186 | 524 | 15 | 0 | 754 |
| OR Oregon | 43 | 0 | 1,375 | 27 | 10 | 1,455 |
| PA Pennsylvania | 38 | 137 | 1,082 | 138 | 0 | 1,395 |
| RI Rhode Island | 0 | 850 | 118 | 0 | 0 | 968 |
| SC South Carolina | 0 | 0 | 977 | 64 | 439 | 1,480 |
| SD South Dakota | 0 | 299 | 156 | 16 | 0 | 471 |
| TN Tennessee | 240 | 5,620 | 7,373 | 0 | 0 | 13,233 |
| TX Texas | 686 | 811 | 1,579 | 424 | 326 | 3,826 |
| UT Utah | 110 | 0 | 105 | 0 | 0 | 215 |
| VT Vermont | 0 | (13) | 40 | 0 | 0 | 27 |
| VA Virginia | 61 | 0 | 405 | 139 | 66 | 671 |
| WA Washington | 996 | 137 | 665 | 331 | 5 | 2,134 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 30 | 5,934 | 2,540 | 37 | 35 | 8,576 |
| WY Wyoming | 0 | 0 | 244 | 0 | 0 | 244 |
| TOTAL U.S.: | 9,650 | 129,692 | 83,264 | 12,100 | 5,640 | 240,346 |
| CANADA | | | | | | |
| AB Alberta | 26 | 0 | 130 | 19 | 0 | 175 |
| BC Brit. Columbia | 0 | 0 | 67 | 0 | 0 | 67 |
| MB Manitoba | 0 | 70 | 256 | 0 | 0 | 326 |
| NB New Brunswick | 0 | 0 | 44 | 0 | 0 | 44 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 21 | 0 | 0 | 21 |
| ON Ontario | 0 | 2,328 | 0 | 0 | 10 | 2,338 |
| PE Pr.Edward Isle | 0 | 60 | 715 | 0 | 16 | 791 |
| PQ Quebec | 0 | (24) | 2,442 | 0 | 56 | 2,474 |
| SK Saskatchewan | 0 | 52 | 95 | 4 | 0 | 151 |
| TOTAL CAN: | 26 | 2,486 | 3,770 | 23 | 82 | 6,387 |
| *EXPORT SALES: | 209,548 | 36,962 | 95,132 | 13,796 | 10,165 | 365,603 |
| **TOTAL AG SALES** | 219,224 | 169,140 | 182,166 | 25,919 | 15,887 | 612,336 |
| NON-AG U.S. | 23,876 | - | - | 7,723 | 472 | 32,071 |
| Canada | 1,394 | - | - | 221 | 11 | 1,626 |
| *Exports | 525 | - | - | 10,086 | 0 | 10,611 |
| **TOTAL NON-AG SALES** | 25,795 | - | - | 18,030 | 483 | 44,308 |
| **GRAND TOTAL** | **245,019** | **169,140** | **182,166** | **43,949** | **16,370** | **656,644** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**JULY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 3,687 | 18,080 | 0 | 771 | 22,538 |
| Belize | 0 | 0 | 239 | 0 | 0 | 239 |
| Brazil | 9,812 | 10,251 | 45,382 | 0 | 0 | 65,445 |
| Chile | 14,970 | 0 | 0 | 0 | 5,432 | 20,402 |
| China | 51,154 | 0 | 7,034 | 0 | 0 | 58,188 |
| Columbia | 0 | 11,905 | 0 | 0 | 0 | 11,905 |
| Costa Rica | 1,951 | 0 | 1,323 | 0 | 776 | 4,050 |
| Denmark | 8,212 | 0 | 0 | 0 | 0 | 8,212 |
| [illegible]ador | 2,120 | 0 | 1,393 | 0 | 0 | 3,513 |
| [illegible]duras | 0 | 0 | 0 | 0 | 22 | 22 |
| India | 293 | 0 | 0 | 0 | 0 | 293 |
| Japan | 12,375 | 10,449 | 12,455 | 13,796 | 2,905 | 51,980 |
| Malaysia | 24,477 | 0 | 0 | 0 | 0 | 24,477 |
| Mexico | 176 | 0 | 0 | 0 | 259 | 435 |
| New Zealand | 13,463 | 670 | 1,922 | 0 | 0 | 16,055 |
| Philippines | 3,668 | 0 | 0 | 0 | 0 | 3,668 |
| Puerto Rico | 0 | 0 | 3,636 | 0 | 0 | 3,636 |
| Sri Lanka | 8,415 | 0 | 0 | 0 | 0 | 8,415 |
| Switzerland | 31,065 | 0 | 0 | 0 | 0 | 31,065 |
| Taiwan | 27,397 | 0 | 0 | 0 | 0 | 27,397 |
| Venezuela | 0 | 0 | 3,668 | 0 | 0 | 3,668 |
| TOTAL AG: | 209,548 | 36,962 | 95,132 | 13,796 | 10,165 | 365,603 |
| NON-AGRICULTURAL | | | | | | |
| Argentina | 10 | - | - | 0 | 0 | 10 |
| Italy | 0 | - | - | 9,922 | 0 | 9,922 |
| Mexico | 503 | - | - | 164 | 0 | 667 |
| United Kingdom | 12 | - | - | 0 | 0 | 12 |
| TOTAL NON-AG: | 525 | - | - | 10,086 | 0 | 10,611 |
| **TOTAL EXPORTS** | **210,073** | **36,962** | **95,132** | **23,882** | **10,165** | **376,214** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JULY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 179 | 670 | 684 | 62 | 1,595 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 0 | (188) | (188) |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 0 | 138 | 0 | 138 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 780 | 548 | 60 | 137 | 1,525 |
| GA Georgia | 122 | 1,218 | 494 | 512 | 2,346 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 51 | 170 | 26 | 247 |
| IL Illinois | 421 | 27,378 | 743 | 555 | 29,097 |
| IN Indiana | 284 | 12,087 | 2,106 | 3,669 | 18,146 |
| IA Iowa | 0 | 27,011 | 10,622 | 1,176 | 38,809 |
| KS Kansas | 0 | 0 | 0 | 32 | 32 |
| KY Kentucky | 0 | 1,286 | 77 | 0 | 1,363 |
| LA Louisiana | 0 | 0 | 0 | 0 | 0 |
| ME Maine | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 165 | 902 | 1,067 |
| MA Massachusetts | 0 | 63 | 509 | 0 | 572 |
| MI Michigan | 0 | 11,190 | 2,378 | 0 | 13,568 |
| MN Minnesota | 0 | 8,616 | 13,238 | 151 | 22,005 |
| MS Mississippi | 0 | 0 | 137 | 876 | 1,013 |
| MO Missouri | 0 | 0 | 0 | 111 | 111 |
| MT Montana | 0 | 0 | 346 | 36 | 382 |
| NE Nebraska | 0 | 0 | 0 | 198 | 198 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 78 | 14 | 45 | 137 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 277 | 1,582 | 173 | 2,032 |
| NC North Carolina | 0 | 1,824 | 1,036 | 57 | 2,917 |
| ND North Dakota | 0 | 0 | 357 | 21 | 378 |
| OH Ohio | 3,177 | 18,782 | 6,246 | 1,793 | 29,998 |
| OK Oklahoma | 0 | 14 | 78 | 0 | 92 |
| OR Oregon | 0 | 0 | 618 | 27 | 645 |
| PA Pennsylvania | 0 | 137 | 1,082 | 138 | 1,357 |
| RI Rhode Island | 0 | 850 | 118 | 0 | 968 |
| SC South Carolina | 0 | 0 | 977 | 64 | 1,041 |
| SD South Dakota | 0 | 299 | 156 | 16 | 471 |
| TN Tennessee | 0 | 5,620 | 7,373 | 0 | 12,993 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | (13) | 40 | 0 | 27 |
| VA Virginia | 61 | 0 | 405 | 139 | 605 |
| WA Washington | 13 | 137 | 633 | 331 | 1,114 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 30 | 5,934 | 2,540 | 37 | 8,541 |
| WY Wyoming | 0 | 0 | 244 | 0 | 244 |
| TOTAL U.S.: | 5,067 | 124,057 | 55,366 | 11,096 | 195,586 |
| CANADA | | | | | |
| AB Alberta | 26 | 0 | 130 | 19 | 175 |
| BC Brit. Columbia | 0 | 0 | 67 | 0 | 67 |
| MB Manitoba | 0 | 70 | 256 | 0 | 326 |
| NB New Brunswick | 0 | 0 | 44 | 0 | 44 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 21 | 0 | 21 |
| ON Ontario | 0 | 2,328 | 0 | 0 | 2,328 |
| PE Pr.Edward Isle | 0 | 60 | 715 | 0 | 775 |
| PQ Quebec | 0 | (24) | 2,442 | 0 | 2,418 |
| SK Saskatchewan | 0 | 52 | 95 | 4 | 151 |
| TOTAL CAN: | 26 | 2,486 | 3,770 | 23 | 6,305 |
| *EXPORT SALES: | 197,162 | 36,962 | 65,108 | 13,796 | 313,028 |
| **TOTAL AG SALES** | 202,255 | 163,505 | 124,244 | 24,915 | 514,919 |
| NON-AG U.S. | 14,030 | - | - | 6,554 | 20,584 |
| Canada | 1,394 | - | - | 221 | 1,615 |
| *Exports | 12 | - | - | 9,922 | 9,934 |
| **TOTAL NON-AG SALES** | 15,436 | - | - | 16,697 | 32,133 |
| **GRAND TOTAL** | **217,691** | **163,505** | **124,244** | **41,612** | **547,052** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**

**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JULY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 3,687 | 18,080 | 0 | 21,767 |
| Brazil | 1,673 | 10,251 | 24,970 | 0 | 36,894 |
| Chile | 14,970 | 0 | 0 | 0 | 14,970 |
| China | 51,154 | 0 | 7,034 | 0 | 58,188 |
| Columbia | 0 | 11,905 | 0 | 0 | 11,905 |
| Denmark | 8,212 | 0 | 0 | 0 | 8,212 |
| India | 293 | 0 | 0 | 0 | 293 |
| Japan | 12,375 | 10,449 | 11,388 | 13,796 | 48,008 |
| Malaysia | 24,477 | 0 | 0 | 0 | 24,477 |
| New Zealand | 13,463 | 670 | 0 | 0 | 14,133 |
| Philippines | 3,668 | 0 | 0 | 0 | 3,668 |
| Puerto Rico | 0 | 0 | 3,636 | 0 | 3,636 |
| Sri Lanka | 8,415 | 0 | 0 | 0 | 8,415 |
| Switzerland | 31,065 | 0 | 0 | 0 | 31,065 |
| Taiwan | 27,397 | 0 | 0 | 0 | 27,397 |
| TOTAL AG: | 197,162 | 36,962 | 65,108 | 13,796 | 313,028 |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 9,922 | 9,922 |
| United Kingdom | 12 | - | - | 0 | 12 |
| TOTAL NON-AG: | 12 | - | - | 9,922 | 9,934 |
| **TOTAL EXPORTS** | **197,174** | **36,962** | **65,108** | **23,718** | **322,962** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JULY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 14 | 0 | 599 | 0 | 33 | 646 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 45 | 0 | 0 | 0 | 33 | 78 |
| AR Arkansas | 30 | 0 | 5,812 | 52 | 6 | 5,900 |
| CA California | 1,180 | 707 | 661 | 0 | 980 | 3,528 |
| CO Colorado | 77 | 0 | 63 | 32 | 24 | 196 |
| CT Connecticut | 0 | 0 | 0 | 0 | 5 | 5 |
| DE Delaware | 0 | 0 | 0 | 0 | 66 | 66 |
| FL Florida | 75 | 0 | 106 | 0 | 1,624 | 1,805 |
| GA Georgia | 0 | 0 | 0 | 0 | 773 | 773 |
| HI Hawaii | 0 | 63 | 0 | 0 | 0 | 63 |
| ID Idaho | 31 | 107 | 97 | 0 | 0 | 235 |
| IL Illinois | 0 | 0 | 240 | 0 | (11) | 229 |
| IN Indiana | 0 | 0 | 0 | 0 | 0 | 0 |
| IA Iowa | 38 | 2,702 | 10,551 | 48 | 11 | 13,350 |
| KS Kansas | 182 | 436 | 588 | 81 | 11 | 1,298 |
| KY Kentucky | 21 | 0 | 0 | 0 | 0 | 21 |
| LA Louisiana | 0 | 63 | 153 | 0 | 0 | 216 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 320 | 0 | 320 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 22 | 22 |
| MI Michigan | 0 | 0 | 0 | 0 | 20 | 20 |
| MN Minnesota | 0 | 0 | 0 | 0 | 29 | 29 |
| MS Mississippi | 0 | 0 | 122 | 0 | 12 | 134 |
| MO Missouri | 606 | 558 | 5,739 | 0 | 5 | 6,908 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 108 | 0 | 168 | 16 | 188 | 480 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 12 | 12 |
| NM New Mexico | 47 | 16 | 80 | 16 | 40 | 199 |
| NY New York | 0 | 0 | 0 | 0 | 19 | 19 |
| NC North Carolina | 0 | 0 | 0 | 0 | 545 | 545 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 312 | 312 |
| OK Oklahoma | 29 | 172 | 446 | 15 | 0 | 662 |
| OR Oregon | 43 | 0 | 757 | 0 | 10 | 810 |
| PA Pennsylvania | 38 | 0 | 0 | 0 | 0 | 38 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 439 | 439 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 240 | 0 | 0 | 0 | 0 | 240 |
| TX Texas | 686 | 811 | 1,579 | 424 | 326 | 3,826 |
| UT Utah | 110 | 0 | 105 | 0 | 0 | 215 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 0 | 0 | 0 | 66 | 66 |
| WA Washington | 983 | 0 | 32 | 0 | 5 | 1,020 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 35 | 35 |
| WY Wyoming | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL U.S.: | 4,583 | 5,635 | 27,898 | 1,004 | 5,640 | 44,760 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 10 | 10 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 16 | 16 |
| PQ Quebec | 0 | 0 | 0 | 0 | 56 | 56 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 82 | 82 |
| *EXPORT SALES: | 12,386 | 0 | 30,024 | 0 | 10,165 | 52,575 |
| **TOTAL AG SALES** | 16,969 | 5,635 | 57,922 | 1,004 | 15,887 | 97,417 |
| NON-AG U.S. | 9,846 | - | - | 1,169 | 472 | 11,487 |
| Canada | 0 | - | - | 0 | 11 | 11 |
| *Exports | 513 | - | - | 164 | 0 | 677 |
| **TOTAL NON-AG SALES** | 10,359 | - | - | 1,333 | 483 | 12,175 |
| **GRAND TOTAL** | **27,328** | **5,635** | **57,922** | **2,337** | **16,370** | **109,592** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**JULY 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 771 | 771 |
| Belize | 0 | 0 | 239 | 0 | 0 | 239 |
| Brazil | 8,139 | 0 | 20,412 | 0 | 0 | 28,551 |
| Chile | 0 | 0 | 0 | 0 | 5,432 | 5,432 |
| Costa Rica | 1,951 | 0 | 1,323 | 0 | 776 | 4,050 |
| Ecuador | 2,120 | 0 | 1,393 | 0 | 0 | 3,513 |
| Honduras | 0 | 0 | 0 | 0 | 22 | 22 |
| Japan | 0 | 0 | 1,067 | 0 | 2,905 | 3,972 |
| Mexico | 176 | 0 | 0 | 0 | 259 | 435 |
| New Zealand | 0 | 0 | 1,922 | 0 | 0 | 1,922 |
| Venezuela | 0 | 0 | 3,668 | 0 | 0 | 3,668 |
| TOTAL AG: | 12,386 | 0 | 30,024 | 0 | 10,165 | 52,575 |
| NON-AGRICULTURAL | | | | | | |
| Argentina | 10 | - | - | 0 | 0 | 10 |
| Mexico | 503 | - | - | 164 | 0 | 667 |
| TOTAL NON-AG: | 513 | - | - | 164 | 0 | 677 |
| **TOTAL EXPORTS** | **12,899** | **0** | **30,024** | **164** | **10,165** | **53,252** |

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10/13/88

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

| AGRICULTURAL STATE | | AUG 1988 | AUG 1987 | JUL-AUG 1988/89 | JUL-AUG 1987/88 |
|---|---|---|---|---|---|
| AL | Alabama | 1,292 | 6,999 | 3,533 | 9,156 |
| AK | Alaska | 0 | 0 | 0 | 61 |
| AZ | Arizona | 83 | 77 | 161 | 169 |
| AR | Arkansas | 3,373 | 837 | 9,085 | 3,419 |
| CA | California | 4,801 | 3,458 | 8,329 | 7,702 |
| CO | Colorado | 339 | 170 | 535 | 321 |
| CT | Connecticut | 127 | 260 | 270 | 260 |
| DE | Delaware | 1,941 | 622 | 2,007 | 708 |
| FL | Florida | 3,952 | 16,754 | 7,282 | 21,455 |
| GA | Georgia | 12,370 | 16,927 | 15,489 | 22,800 |
| HI | Hawaii | 106 | 0 | 169 | 2,975 |
| ID | Idaho | 2,264 | 1,435 | 2,746 | 2,112 |
| IL | Illinois | 73,943 | 84,183 | 103,269 | 114,589 |
| IN | Indiana | 24,947 | 45,861 | 43,093 | 51,980 |
| IA | Iowa | 55,089 | 45,618 | 107,248 | 67,120 |
| KS | Kansas | 4,433 | 2,326 | 5,763 | 3,122 |
| KY | Kentucky | 15,738 | 6,786 | 17,122 | 12,852 |
| LA | Louisiana | 15,261 | 112 | 15,477 | 747 |
| ME | Maine | 18 | 0 | 18 | 36 |
| MD | Maryland | 5,357 | 549 | 6,744 | 719 |
| MA | Massachusetts | 190 | 154 | 784 | 196 |
| MI | Michigan | 24,981 | 8,864 | 38,569 | 16,056 |
| MN | Minnesota | 32,057 | 25,612 | 54,091 | 36,463 |
| MS | Mississippi | 1,115 | 1,004 | 2,262 | 4,763 |
| MO | Missouri | 35,310 | 27,960 | 42,329 | 34,143 |
| MT | Montana | 604 | 548 | 986 | 866 |
| NE | Nebraska | 1,267 | 1,961 | 1,945 | 2,644 |
| NV | Nevada | 0 | 0 | 0 | 0 |
| NH | New Hampshire | 0 | 68 | 0 | 93 |
| NJ | New Jersey | 288 | 281 | 437 | 596 |
| NM | New Mexico | 3,730 | 118 | 3,929 | 1,794 |
| NY | New York | 1,246 | 2,260 | 3,297 | 3,080 |
| NC | North Carolina | 3,638 | 1,450 | ',100 | 4,333 |
| ND | North Dakota | 2,657 | 2,847 | ),035 | 3,263 |
| OH | Ohio | 21,572 | 42,967 | 51,882 | 70,626 |
| OK | Oklahoma | 1,803 | 2,349 | 2,557 | 3,502 |
| OR | Oregon | 2,222 | 1,388 | 3,677 | 2,416 |
| PA | Pennsylvania | 3,267 | 2,318 | 4,662 | 3,364 |
| RI | Rhode Island | 59 | 0 | 1,027 | 84 |
| SC | South Carolina | 9,398 | 2,506 | 10,878 | 3,461 |
| SD | South Dakota | 699 | 964 | 1,170 | 1,143 |
| TN | Tennessee | 477 | 1,892 | 13,710 | 6,626 |
| TX | Texas | 5,657 | 4,674 | 9,483 | 8,534 |
| UT | Utah | 107 | 1,419 | 322 | 1,557 |
| VT | Vermont | 36 | 147 | 63 | 325 |
| VA | Virginia | 8,790 | 1,702 | 9,461 | 2,205 |
| WA | Washington | 2,758 | 859 | 4,892 | 1,237 |
| WV | West Virginia | 106 | 0 | 106 | 61 |
| WI | Wisconsin | 19,751 | 15,769 | 28,327 | 24,861 |
| WY | Wyoming | 167 | 149 | 411 | 531 |
| | TOTAL U.S.: | 409,386 | 385,204 | 649,732 | 561,126 |
| CANADA | | | | | |
| AB | Alberta | 768 | 370 | 943 | 846 |
| BC | Brit. Columbia | 97 | 119 | 164 | 197 |
| MB | Manitoba | 1,026 | 309 | 1,352 | 390 |
| NB | New Brunswick | 208 | 563 | 252 | 639 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 391 | 63 | 412 | 712 |
| ON | Ontario | 13,955 | 13,681 | 16,293 | 22,289 |
| PE | Pr.Edward Isle | 1,183 | 63 | 1,974 | 1,115 |
| PQ | Quebec | 228 | 2,455 | 2,702 | 6,360 |
| SK | Saskatchewan | 247 | 6,316 | 398 | 9,985 |
| | TOTAL CAN: | 18,103 | 23,939 | 24,490 | 42,533 |
| EXPORT SALES: | | 388,302 | 349,094 | 753,905 | 683,534 |
| TOTAL AG SALES | | 815,791 | 758,237 | 1,428,127 | 1,287,193 |
| Non-Ag | U.S. | 37,107 | 29,340 | 69,178 | 59,242 |
| | Canada | 2,455 | 1,301 | 4,081 | 3,404 |
| | Exports | 3,057 | 906 | 13,668 | 11,939 |
| TOTAL NON-AG SALES | | 42,619 | 31,547 | 86,927 | 74,585 |
| GRAND TOTAL | | 858,410 | 789,784 | 1,515,054 | 1,361,778 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

AUGUST 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 465 | 187 | 476 | 44 | 120 | 1,292 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 60 | 0 | 0 | 0 | 23 | 83 |
| AR Arkansas | 60 | 0 | 3,024 | 284 | 5 | 3,373 |
| CA California | 1,767 | 1,016 | 1,322 | 13 | 683 | 4,801 |
| CO Colorado | 80 | 0 | 259 | 0 | 0 | 339 |
| CT Connecticut | 0 | 62 | 60 | 0 | 5 | 127 |
| DE Delaware | 0 | 122 | 1,819 | 0 | 0 | 1,941 |
| FL Florida | 478 | 190 | 539 | 306 | 2,439 | 3,952 |
| GA Georgia | 934 | 546 | 8,529 | 825 | 1,536 | 12,370 |
| HI Hawaii | 0 | 0 | 0 | 0 | 106 | 106 |
| ID Idaho | 30 | 516 | 1,697 | 21 | 0 | 2,264 |
| IL Illinois | 468 | 59,318 | 7,593 | 6,506 | 58 | 73,943 |
| IN Indiana | 964 | 12,545 | 6,017 | 5,349 | 72 | 24,947 |
| IA Iowa | 95 | 37,184 | 14,118 | 3,681 | 11 | 55,089 |
| KS Kansas | 265 | 477 | 3,194 | 354 | 143 | 4,433 |
| KY Kentucky | 0 | 14,482 | 1,243 | 0 | 13 | 15,738 |
| LA Louisiana | 3,430 | 5,396 | 6,435 | 0 | 0 | 15,261 |
| ME Maine | 0 | 0 | 18 | 0 | 0 | 18 |
| MD Maryland | 0 | 0 | 3,680 | 1,677 | 0 | 5,357 |
| MA Massachusetts | 0 | 0 | 180 | 0 | 10 | 190 |
| MI Michigan | 0 | 15,942 | 8,977 | 16 | 46 | 24,981 |
| MN Minnesota | 61 | 13,913 | 16,402 | 1,336 | 345 | 32,057 |
| MS Mississippi | 0 | 0 | 227 | 883 | 5 | 1,115 |
| MO Missouri | 550 | 2,487 | 31,696 | 513 | 64 | 35,310 |
| MT Montana | 14 | 16 | 511 | 63 | 0 | 604 |
| NE Nebraska | 109 | 80 | 596 | 421 | 61 | 1,267 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 184 | 73 | 31 | 0 | 288 |
| NM New Mexico | 3,352 | 0 | 295 | 0 | 83 | 3,730 |
| NY New York | 0 | 361 | 852 | 33 | 0 | 1,246 |
| NC North Carolina | 1,219 | 1,783 | 0 | 325 | 311 | 3,638 |
| ND North Dakota | 0 | 920 | 1,682 | 55 | 0 | 2,657 |
| OH Ohio | 829 | 12,184 | 6,816 | 1,160 | 583 | 21,572 |
| OK Oklahoma | 121 | 78 | 1,441 | 35 | 128 | 1,803 |
| OR Oregon | 47 | 453 | 1,526 | 172 | 24 | 2,222 |
| PA Pennsylvania | 631 | 60 | 1,032 | 1,149 | 395 | 3,267 |
| RI Rhode Island | 0 | 0 | 59 | 0 | 0 | 59 |
| SC South Carolina | 608 | 973 | 7,498 | 61 | 258 | 9,398 |
| SD South Dakota | 0 | 193 | 423 | 83 | 0 | 699 |
| TN Tennessee | 303 | (525) | 694 | 0 | 5 | 477 |
| TX Texas | 689 | 510 | 3,435 | 426 | 597 | 5,657 |
| UT Utah | 15 | 0 | 92 | 0 | 0 | 107 |
| VT Vermont | 0 | 0 | 30 | 0 | 6 | 36 |
| VA Virginia | 0 | 122 | 8,201 | 401 | 66 | 8,790 |
| WA Washington | 311 | 669 | 1,535 | 200 | 43 | 2,758 |
| WV West Virginia | 0 | 61 | 45 | 0 | 0 | 106 |
| WI Wisconsin | 0 | 13,531 | 5,574 | 511 | 135 | 19,751 |
| WY Wyoming | 0 | 0 | 167 | 0 | 0 | 167 |
| TOTAL U.S.: | 17,955 | 196,036 | 160,082 | 26,934 | 8,379 | 409,386 |
| CANADA | | | | | | |
| AB Alberta | 33 | 0 | 548 | 187 | 0 | 768 |
| BC Brit. Columbia | 0 | 60 | 37 | 0 | 0 | 97 |
| MB Manitoba | 0 | 602 | 347 | 77 | 0 | 1,026 |
| NB New Brunswick | 0 | 41 | 167 | 0 | 0 | 208 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 391 | 0 | 0 | 391 |
| ON Ontario | 13 | 9,146 | 4,576 | 59 | 161 | 13,955 |
| PE Pr.Edward Isle | 0 | 0 | 1,133 | 0 | 50 | 1,183 |
| PQ Quebec | 18 | 0 | 155 | 13 | 42 | 228 |
| SK Saskatchewan | 0 | 34 | 213 | 0 | 0 | 247 |
| TOTAL CAN: | 64 | 9,883 | 7,567 | 336 | 253 | 18,103 |
| *EXPORT SALES: | 212,569 | 32,773 | 130,602 | 8,806 | 3,552 | 388,302 |
| **TOTAL AG SALES** | 230,588 | 238,692 | 298,251 | 36,076 | 12,184 | 815,791 |
| NON-AG U.S. | 27,407 | - | - | 8,971 | 729 | 37,107 |
| Canada | 2,111 | - | - | 308 | 36 | 2,455 |
| *Exports | 596 | - | - | 2,461 | 0 | 3,057 |
| **TOTAL NON-AG SALES** | 30,114 | - | - | 11,740 | 765 | 42,619 |
| **GRAND TOTAL** | **260,702** | **238,692** | **298,251** | **47,816** | **12,949** | **858,410** |

*Exports listed on reverse.

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POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

AUGUST 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 9,776 | 0 | 0 | 9,776 |
| Bangladesh | 20,213 | 0 | 0 | 0 | 0 | 20,213 |
| Brazil | 22,117 | 27,355 | 90,155 | 0 | 0 | 139,627 |
| Chile | 0 | 0 | 0 | 0 | 1,653 | 1,653 |
| China | 4,711 | 0 | 0 | 0 | 0 | 4,711 |
| Columbia | 3,881 | 3,868 | 0 | 0 | 0 | 7,749 |
| Costa Rica | 4,039 | 0 | 0 | 0 | 1,109 | 5,148 |
| Dom. Republic | 0 | 0 | 2,057 | 0 | 666 | 2,723 |
| Holland | 0 | 0 | 18,436 | 0 | 0 | 18,436 |
| Honduras | 0 | 0 | 120 | 0 | 0 | 120 |
| India | 69,249 | 0 | 0 | 0 | 0 | 69,249 |
| Japan | 12,061 | 1,550 | 0 | 8,753 | 0 | 22,364 |
| Korea | 10,494 | 0 | 0 | 0 | 0 | 10,494 |
| Malaysia | 25,673 | 0 | 0 | 0 | 0 | 25,673 |
| Martinique | 0 | 0 | 2,976 | 0 | 0 | 2,976 |
| Mexico | 11,260 | 0 | 0 | 53 | 102 | 11,415 |
| New Zealand | 12 | 0 | 0 | 0 | 0 | 12 |
| Panama | 0 | 0 | 859 | 0 | 0 | 859 |
| Puerto Rico | 0 | 0 | 0 | 0 | 22 | 22 |
| Spain | 0 | 0 | 6,223 | 0 | 0 | 6,223 |
| Sri Lanka | 4,039 | 0 | 0 | 0 | 0 | 4,039 |
| Switzerland | 16,484 | 0 | 0 | 0 | 0 | 16,484 |
| Taiwan | 8,336 | 0 | 0 | 0 | 0 | 8,336 |
| TOTAL AG: | 212,569 | 32,773 | 130,602 | 8,806 | 3,552 | 388,302 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 75 | - | - | 2,461 | 0 | 2,536 |
| Korea | 63 | - | - | 0 | 0 | 63 |
| Mexico | 446 | - | - | 0 | 0 | 446 |
| United Kingdom | 12 | - | - | 0 | 0 | 12 |
| TOTAL NON-AG: | 596 | 0 | 0 | 2,461 | 0 | 3,057 |
| **TOTAL EXPORTS** | **213,165** | **32,773** | **130,602** | **11,267** | **3,552** | **391,359** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 240 | 62 | 76 | 44 | 422 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | (30) | 13 | (17) |
| CA California | 0 | 0 | 0 | 13 | 13 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 62 | 0 | 0 | 62 |
| DE Delaware | 0 | 122 | 1,819 | 0 | 1,941 |
| FL Florida | 478 | 190 | 429 | 306 | 1,403 |
| GA Georgia | 909 | 546 | 8,110 | 812 | 10,377 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 91 | 704 | 21 | 816 |
| IL Illinois | 468 | 59,318 | 6,568 | 6,506 | 72,860 |
| IN Indiana | 964 | 12,545 | 3,291 | 5,349 | 22,149 |
| IA Iowa | 0 | 36,046 | 11,993 | 3,681 | 51,720 |
| KS Kansas | 0 | 0 | 17 | 145 | 162 |
| KY Kentucky | 0 | 14,482 | 1,243 | 0 | 15,725 |
| LA Louisiana | 3,430 | 5,304 | 5,656 | 0 | 14,390 |
| ME Maine | 0 | 0 | 18 | 0 | 18 |
| MD Maryland | 0 | 0 | 3,680 | 1,677 | 5,357 |
| MA Massachusetts | 0 | 0 | 180 | 0 | 180 |
| MI Michigan | 0 | 15,942 | 8,977 | 16 | 24,935 |
| MN Minnesota | 61 | 13,913 | 16,402 | 1,336 | 31,712 |
| MS Mississippi | 0 | 0 | 65 | 883 | 948 |
| MO Missouri | 0 | 1,101 | 14,129 | 278 | 15,508 |
| MT Montana | 0 | 16 | 511 | 63 | 590 |
| NE Nebraska | 0 | 80 | 50 | 308 | 438 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 184 | 73 | 31 | 288 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 361 | 852 | 33 | 1,246 |
| NC North Carolina | 1,219 | 1,783 | 0 | 325 | 3,327 |
| ND North Dakota | 0 | 920 | 1,682 | 55 | 2,657 |
| OH Ohio | 401 | 12,184 | 6,816 | 1,160 | 20,561 |
| OK Oklahoma | 0 | 0 | 15 | 0 | 15 |
| OR Oregon | 32 | 394 | 1,075 | 172 | 1,673 |
| PA Pennsylvania | 607 | 60 | 1,032 | 1,149 | 2,848 |
| RI Rhode Island | 0 | 0 | 59 | 0 | 59 |
| SC South Carolina | 608 | 973 | 7,498 | 61 | 9,140 |
| SD South Dakota | 0 | 193 | 423 | 83 | 699 |
| TN Tennessee | 0 | (525) | 694 | 0 | 169 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 30 | 0 | 30 |
| VA Virginia | 0 | 122 | 8,201 | 401 | 8,724 |
| WA Washington | 16 | 669 | 1,479 | 200 | 2,364 |
| WV West Virginia | 0 | 61 | 45 | 0 | 106 |
| WI Wisconsin | 0 | 13,531 | 5,574 | 511 | 19,616 |
| WY Wyoming | 0 | 0 | 151 | 0 | 151 |
| TOTAL U.S.: | 9,433 | 190,730 | 119,587 | 25,632 | 345,382 |
| CANADA | | | | | |
| AB Alberta | 33 | 0 | 548 | 187 | 768 |
| BC Brit. Columbia | 0 | 60 | 37 | 0 | 97 |
| MB Manitoba | 0 | 602 | 347 | 77 | 1,026 |
| NB New Brunswick | 0 | 41 | 167 | 0 | 208 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 391 | 0 | 391 |
| ON Ontario | 13 | 9,146 | 4,576 | 59 | 13,794 |
| PE Pr.Edward Isle | 0 | 0 | 1,133 | 0 | 1,133 |
| PQ Quebec | 18 | 0 | 155 | 13 | 186 |
| SK Saskatchewan | 0 | 34 | 213 | 0 | 247 |
| TOTAL CAN: | 64 | 9,883 | 7,567 | 336 | 17,850 |
| *EXPORT SALES: | 201,080 | 27,266 | 102,362 | 8,753 | 339,461 |
| **TOTAL AG SALES** | 210,577 | 227,879 | 229,516 | 34,721 | 702,693 |
| NON-AG U.S. | 15,714 | - | - | 8,258 | 23,972 |
| Canada | 2,111 | - | - | 308 | 2,419 |
| *Exports | 150 | - | - | 2,461 | 2,611 |
| **TOTAL NON-AG SALES** | 17,975 | - | - | 11,027 | 29,002 |
| **GRAND TOTAL** | **228,552** | **227,879** | **229,516** | **45,748** | **731,695** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**

**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**AUGUST 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 0 | 9,776 | 0 | 9,776 |
| Bangladesh | 20,213 | 0 | 0 | 0 | 20,213 |
| Brazil | 18,102 | 25,716 | 74,150 | 0 | 117,968 |
| China | 4,711 | 0 | 0 | 0 | 4,711 |
| Costa Rica | 4,039 | 0 | 0 | 0 | 4,039 |
| Holland | 0 | 0 | 18,436 | 0 | 18,436 |
| India | 69,249 | 0 | 0 | 0 | 69,249 |
| Japan | 8,815 | 1,550 | 0 | 8,753 | 19,118 |
| Korea | 10,494 | 0 | 0 | 0 | 10,494 |
| Malaysia | 25,673 | 0 | 0 | 0 | 25,673 |
| Mexico | 10,913 | 0 | 0 | 0 | 10,913 |
| New Zealand | 12 | 0 | 0 | 0 | 12 |
| Sri Lanka | 4,039 | 0 | 0 | 0 | 4,039 |
| Switzerland | 16,484 | 0 | 0 | 0 | 16,484 |
| Taiwan | 8,336 | 0 | 0 | 0 | 8,336 |
| TOTAL AG: | 201,080 | 27,266 | 102,362 | 8,753 | 339,461 |
| NON-AGRICULTURAL | | | | | |
| Japan | 75 | - | - | 2,461 | 2,536 |
| Korea | 63 | - | - | 0 | 63 |
| United Kingdom | 12 | - | - | 0 | 12 |
| TOTAL NON-AG: | 150 | - | - | 2,461 | 2,611 |
| **TOTAL EXPORTS** | **201,230** | **27,266** | **102,362** | **11,214** | **342,072** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 225 | 125 | 400 | 0 | 120 | 870 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 60 | 0 | 0 | 0 | 23 | 83 |
| AR Arkansas | 60 | 0 | 3,054 | 271 | 5 | 3,390 |
| CA California | 1,767 | 1,016 | 1,322 | 0 | 683 | 4,788 |
| CO Colorado | 80 | 0 | 259 | 0 | 0 | 339 |
| CT Connecticut | 0 | 0 | 60 | 0 | 5 | 65 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 0 | 0 | 110 | 0 | 2,439 | 2,549 |
| GA Georgia | 25 | 0 | 419 | 13 | 1,536 | 1,993 |
| HI Hawaii | 0 | 0 | 0 | 0 | 106 | 106 |
| ID Idaho | 30 | 425 | 993 | 0 | 0 | 1,448 |
| IL Illinois | 0 | 0 | 1,025 | 0 | 58 | 1,083 |
| IN Indiana | 0 | 0 | 2,726 | 0 | 72 | 2,798 |
| IA Iowa | 95 | 1,138 | 2,125 | 0 | 11 | 3,369 |
| KS Kansas | 265 | 477 | 3,177 | 209 | 143 | 4,271 |
| KY Kentucky | 0 | 0 | 0 | 0 | 13 | 13 |
| LA Louisiana | 0 | 92 | 779 | 0 | 0 | 871 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 10 | 10 |
| MI Michigan | 0 | 0 | 0 | 0 | 46 | 46 |
| MN Minnesota | 0 | 0 | 0 | 0 | 345 | 345 |
| MS Mississippi | 0 | 0 | 162 | 0 | 5 | 167 |
| MO Missouri | 550 | 1,386 | 17,567 | 235 | 64 | 19,802 |
| MT Montana | 14 | 0 | 0 | 0 | 0 | 14 |
| NE Nebraska | 109 | 0 | 546 | 113 | 61 | 829 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 0 | 0 |
| NM New Mexico | 3,352 | 0 | 295 | 0 | 83 | 3,730 |
| NY New York | 0 | 0 | 0 | 0 | 0 | 0 |
| NC North Carolina | 0 | 0 | 0 | 0 | 311 | 311 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 428 | 0 | 0 | 0 | 583 | 1,011 |
| OK Oklahoma | 121 | 78 | 1,426 | 35 | 128 | 1,788 |
| OR Oregon | 15 | 59 | 451 | 0 | 24 | 549 |
| PA Pennsylvania | 24 | 0 | 0 | 0 | 395 | 419 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 258 | 258 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 303 | 0 | 0 | 0 | 5 | 308 |
| TX Texas | 689 | 510 | 3,435 | 426 | 597 | 5,657 |
| UT Utah | 15 | 0 | 92 | 0 | 0 | 107 |
| VT Vermont | 0 | 0 | 0 | 0 | 6 | 6 |
| VA Virginia | 0 | 0 | 0 | 0 | 66 | 66 |
| WA Washington | 295 | 0 | 56 | 0 | 43 | 394 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 135 | 135 |
| WY Wyoming | 0 | 0 | 16 | 0 | 0 | 16 |
| TOTAL U.S.: | 8,522 | 5,306 | 40,495 | 1,302 | 8,379 | 64,004 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 161 | 161 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 50 | 50 |
| PQ Quebec | 0 | 0 | 0 | 0 | 42 | 42 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 253 | 253 |
| *EXPORT SALES: | 11,489 | 5,507 | 28,240 | 53 | 3,552 | 48,841 |
| TOTAL AG SALES | 20,011 | 10,813 | 68,735 | 1,355 | 12,184 | 113,098 |
| NON-AG U.S. | 11,693 | - | - | 713 | 729 | 13,135 |
| Canada | 0 | - | - | 0 | 36 | 36 |
| *Exports | 446 | - | - | 0 | 0 | 446 |
| TOTAL NON-AG SALES | 12,139 | - | - | 713 | 765 | 13,617 |
| GRAND TOTAL | 32,150 | 10,813 | 68,735 | 2,068 | 12,949 | 126,715 |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**AUGUST 1988**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 4,015 | 1,639 | 16,005 | 0 | 0 | 21,659 |
| Chile | 0 | 0 | 0 | 0 | 1,653 | 1,653 |
| Columbia | 3,881 | 3,868 | 0 | 0 | 0 | 7,749 |
| Costa Rica | 0 | 0 | 0 | 0 | 1,109 | 1,109 |
| Dom. Republic | 0 | 0 | 2,057 | 0 | 666 | 2,723 |
| Honduras | 0 | 0 | 120 | 0 | 0 | 120 |
| Japan | 3,246 | 0 | 0 | 0 | 0 | 3,246 |
| Martinique | 0 | 0 | 2,976 | 0 | 0 | 2,976 |
| Mexico | 347 | 0 | 0 | 53 | 102 | 502 |
| Panama | 0 | 0 | 859 | 0 | 0 | 859 |
| Puerto Rico | 0 | 0 | 0 | 0 | 22 | 22 |
| Spain | 0 | 0 | 6,223 | 0 | 0 | 6,223 |
| TOTAL AG: | 11,489 | 5,507 | 28,240 | 53 | 3,552 | 49,841 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 446 | - | - | 0 | 0 | 446 |
| TOTAL NON-AG: | 446 | - | - | 0 | 0 | 446 |
| **TOTAL EXPORTS** | **11,935** | **5,507** | **28,240** | **53** | **3,552** | **49,287** |